

# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month by the Grain Dealers Company.

Vol. II. No. 12.

CHICAGO, ILL., JUNE 25, 1899.

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ONE DOLLAR PER YEAR.

## REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

### E. R. ULRICH & SONS,

SHIPPERS OF CHOICEST

Milling WHITE and YELLOW CORN.

Main Office, SPRINGFIELD, ILL.

Elevators in Central Illinois on Wabash, C. & A., C. P. & St. L., and St. L., C. St. P. & Pawnee R'ys.

Elevators on the Ill. Cent. R. R.

CROCKER ELEVATOR CO.  
MAROA, ILL.

W. A. Forbes.

SEBRING & FORBES,

GRAIN DEALERS,  
KALAMAZOO, Mich.

Special attention given to the Milling Trade.

KENTLAND, IND.

MCCRAY & MORRISON,

SHIPPERS OF CORN, CLIPPED AND  
.....NATURAL OATS  
Our Special Brand of White Oats  
is a favorite wherever tried.

Grain Warehouses at Kentland, Beaver City, Earl Park, Morocco, Remington, Ind., and Effner, Ill.

Elevators on Wabash & I. C. R. R.

KNIGHT & SON,  
MONTICELLO, ILL.

OUR SPECIALTY...  
.....Shipping Corn and Oats.

H. WORK & CO.

Dealers  
...In Grain,

MILLING WHEAT  
A SPECIALTY.

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Grain and Seeds.

Track bids offered to all regular dealers. We exclude "Scoop Shovelers."  
Consignments Solicited.

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Clipped Oats, Clover and  
Timothy Seeds, Milling  
Wheat.  
Large or Small Orders.

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GRAIN BUYERS AND SHIPPERS.

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SUCCESSORS TO  
Redmond Cleary Com. Co.  
Established 1854. Incorporated 1887.

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Grain Exporters  
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Buyers of Grain in car lots on all roads.  
CHOICE MILLING WHEAT a specialty.  
Correspondence solicited.

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Branch Houses:  
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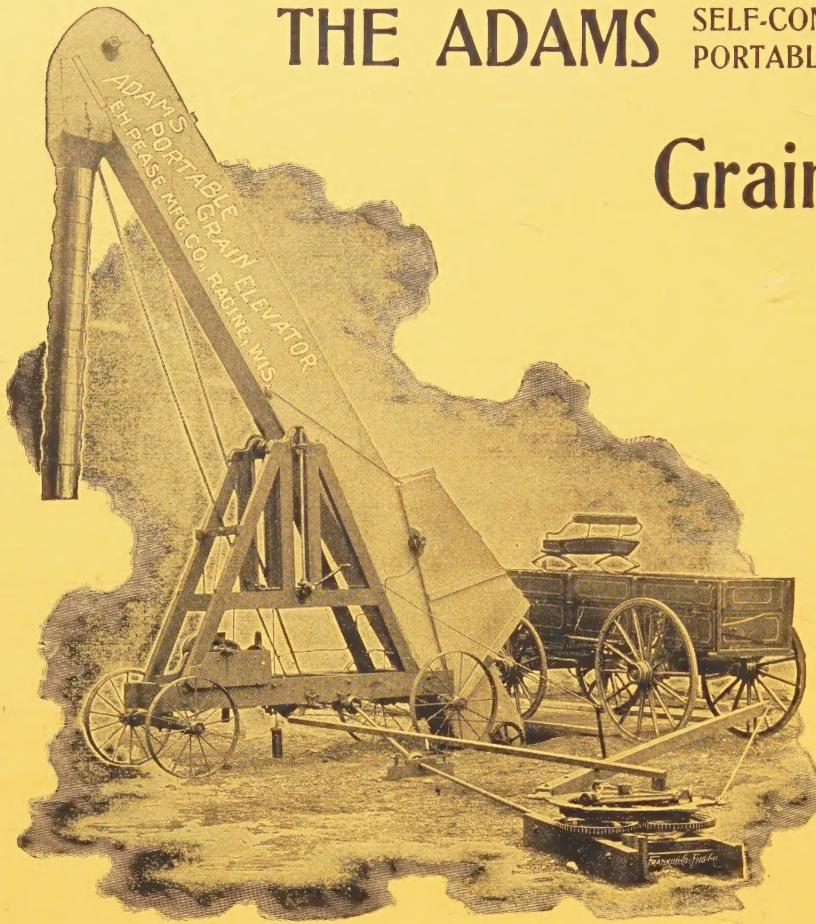
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Husted Milling &  
Elevator Co.  
....BUFFALO, N. Y.  
Buyers of  
CORN AND OATS.

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PORTABLE AND STATIONARY



Grain Elevating  
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The ADAMS Self-Contained  
Portable Grain Elevator

WITH

Adams Power Grain-Shovel Attachment

Unloads the Largest Wagon Loads of Ear  
Corn and Elevates same into Corn Cribs,  
or it Unloads Ear Corn, Shelled Corn, or  
any kind of Small Grain, and elevates  
same into Car, Flat House or Granary,  
in from Three to Five Minutes.

ONE HORSE OR A SMALL ENGINE DOES  
ALL THE HEAVY WORK.

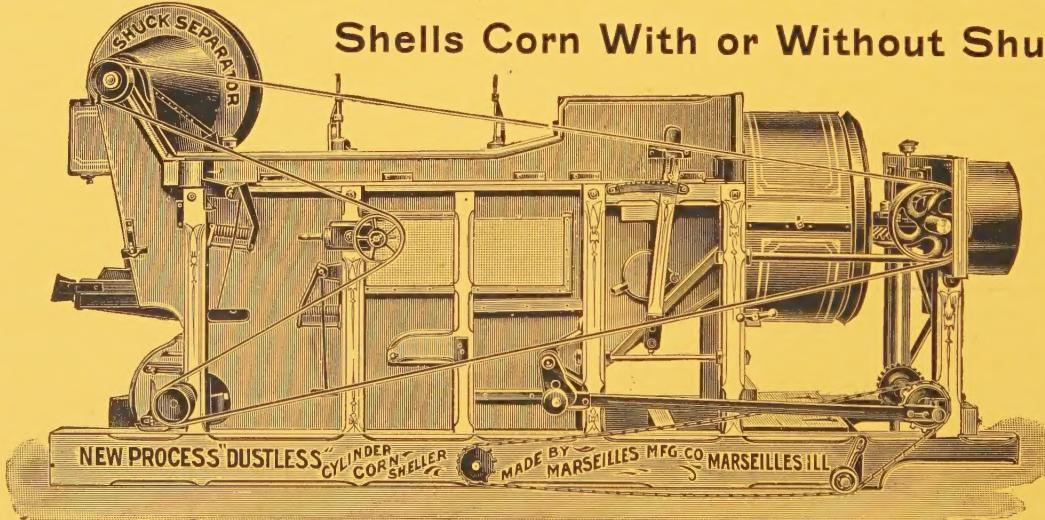
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THE NEW PROCESS

“DUSTLESS” “Shuck Corn”  
Shellers, Separators and Cleaners,  
FOR FIELD, WAREHOUSE OR GIN HOUSE.

Shells Corn With or Without Shuck.



In one  
operation  
corn is  
husked and  
shelled,  
separated  
and cleaned.

Delivers  
corn, shucks  
and cobs at  
different  
points  
all ready  
for the  
market.

A NEW  
PROCESS  
IN FACT

Ear Corn  
Feeders,  
Shelled Corn  
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and Cob  
Carriers  
are furnished  
when wanted  
attached to and  
driven from  
the machine.

Can also be  
mounted  
on trucks and  
used as a  
Field Sheller.

Employing New, Original and Patented Mechanical Principles never before combined in any Machine. The husking, and shelling is accomplished by the “Spiral” cylinder revolving at a high rate of speed inside of the concave, which is made up of separate grated staves. The concave is adjustable for all classes of corn. The corn is thoroughly cleaned by means of a blast and suction fan working in conjunction with each other the dirt being blown through a dust spout to any point desired. The husks are separated from the cobs by a powerful suction fan, which carries them from the machine in a tight spout. Shelling parts are made of white iron and are durable.

No waste of grain or power. Cobs left in good shape for fuel.

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If you appreciate Honest Work, Good Treatment and Prompt Returns, consign your grain to us.

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Specialties:—Grain and Seeds of all kinds by sample upon their merits.  
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Consign you GRAIN and SEEDS  
and send your orders to  
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Write for our Daily Market Letter.  
Twelve representatives constantly on the floor  
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A man everywhere, thus insuring prompt  
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to all business entrusted to us.  
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The world's largest consumers of Corn. Daily consumption,  
**100,000 bushels.** We are always in the market for corn,  
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Sell by sample and make prompt returns.

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We make a  
Specialty of  
Handling Consignments.  
Transient buyers and farmers need not write us.

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We buy, delivered Toledo or f. o. b. your station.  
Personal attention to consignments and trades  
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Correspondence solicited.  
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Grain and Clover Seed, spot and futures.  
Special Market and Crop Reports Free.

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## TOLEDO.

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C. A. King & Co., Grain, Clover Seed.  
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W. A. Rundell & Co., Grain and Seeds.  
Southworth & Co., grain and seeds.  
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To merit the patronage of regular shippers, receivers and track buyers should confine their business to regular dealers.

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Maroa: Crocker Elevator Co. Elevators  
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Monticello: Knight & Son. Elevators on  
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Taylorville: Pratt-Baxter Grain Co. Sta-  
tions on Wabash.  
Springfield: E. R. Ulrich & Sons. Eleva-  
tors on Wabash, C. & A., C. P. & St. L.  
and St. L. C. St. P. & Pawnee Rys.

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Des Moines: B. A. Lockwood Grain Co. C.  
& G. W. Ry.

## KANSAS.

Atchison: The Greenleaf-Baker Grain Co.  
Ellsworth: H. Work & Co. U. P. R. R.  
Willis: N. B. Hleatt. M. P. R. R.

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Lincoln: W. C. Moore. B. & M. R. R.

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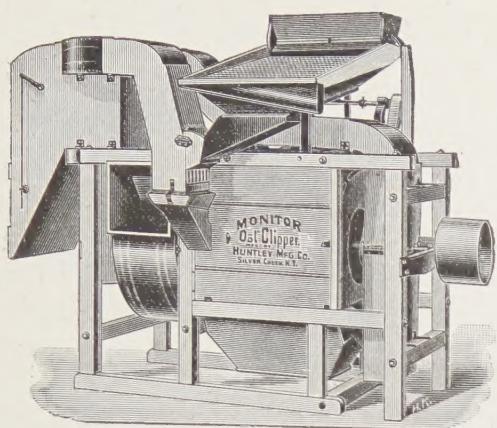
FOR ADVERTISING { From \$5.50 to \$40.00 per 1000.  
Discount in Quantities.

Send for samples inclosing 20 cents postage to cover cost, or send us **50 Cents** and we will stamp  
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WESTERN PENCIL CO., 269 Dearborn St., Chicago. F. L. SHAFER,  
Sole Agent.

BUCKWHEAT  
....GRAIN WANTED

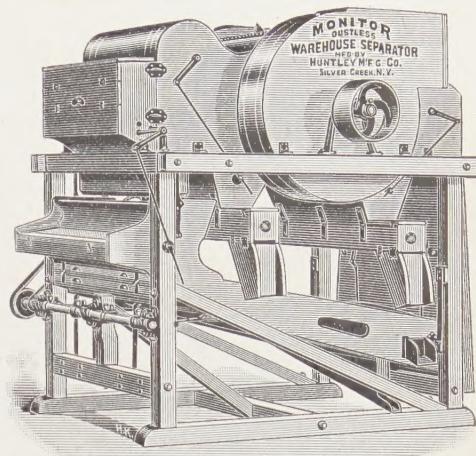
H. H. EMMINGA, GOLDEN, ILL.



# HUNTLEY MFG. CO.

SILVER CREEK, N. Y.,  
SOLE MANUFACTURERS.

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STANDARD  
THE WORLD OVER.

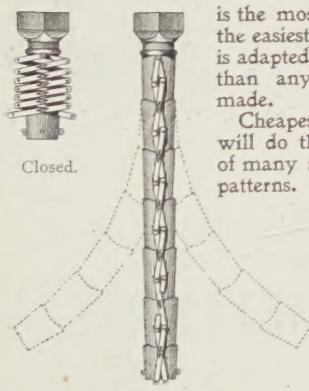
Barley, Corn, Flax  
Cleaners.

OAT CLIPPERS,  
GRAIN CLEANERS.

High Grade — Superior Construction

Write for Full Information, Circulars, Etc.

## NUTT'S Patent Flexible and Telescoping SPOUT



is the most convenient,  
the easiest handled, and  
is adapted to more uses  
than any other spout  
made.

Cheapest because one  
will do the distributing  
of many spouts of other  
patterns. Can be closed  
up to occupy one-fifth of the  
length when extended.

WRITE  
FOR  
PRICES.

MANUFACTURED BY  
FLEXIBLE SPOUT CO., Urbana, O.

## ...THE WYOMING...

**F**IRE....  
PROOF.

...European Plan...

RATES: \$1.00 Per Day and Upward.

266 to 274 So. Clark St.,  
Half Block from New Post Office.

CHICAGO.  
JOHN BAUGH, MANAGER.

\$50.00 Reward for First Notice of Any Infringement.

## THE PAIN-E-ELLIS GRAIN DRIER

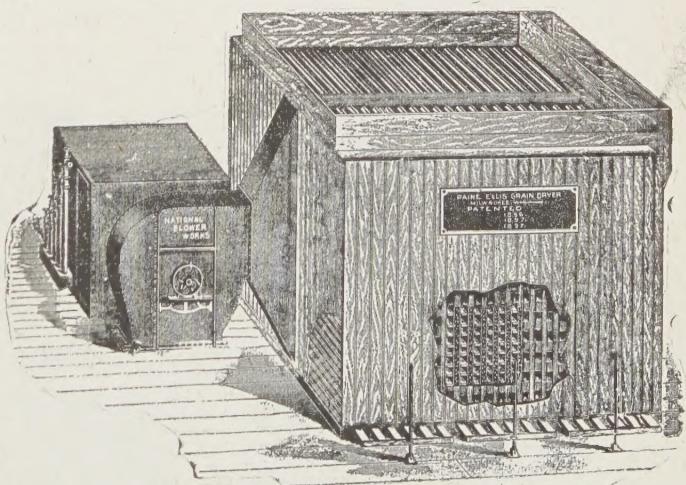
is THE ONLY  
PRACTICAL  
DRIER that will

successfully handle grain  
containing from 5 to 40 per  
cent moisture.

OPERATION  
AND  
CAPACITY  
GUARANTEED.

CAPACITY  
FROM  
50 to 2,000  
BUSHELS  
PER HOUR.

Write for....  
Catalogue and  
Particulars.



The Paine-Ellis Grain Drier Co.,  
Nos. 52 and 53  
Chamber of Commerce,

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....THE....

# BARNARD & LEAS MANUFACTURING CO.

MANUFACTURE AND SELL

The LARGEST and most complete line of Elevator and Warehouse Machines of any firm.

Our complete illustrated catalog can be had for the asking.

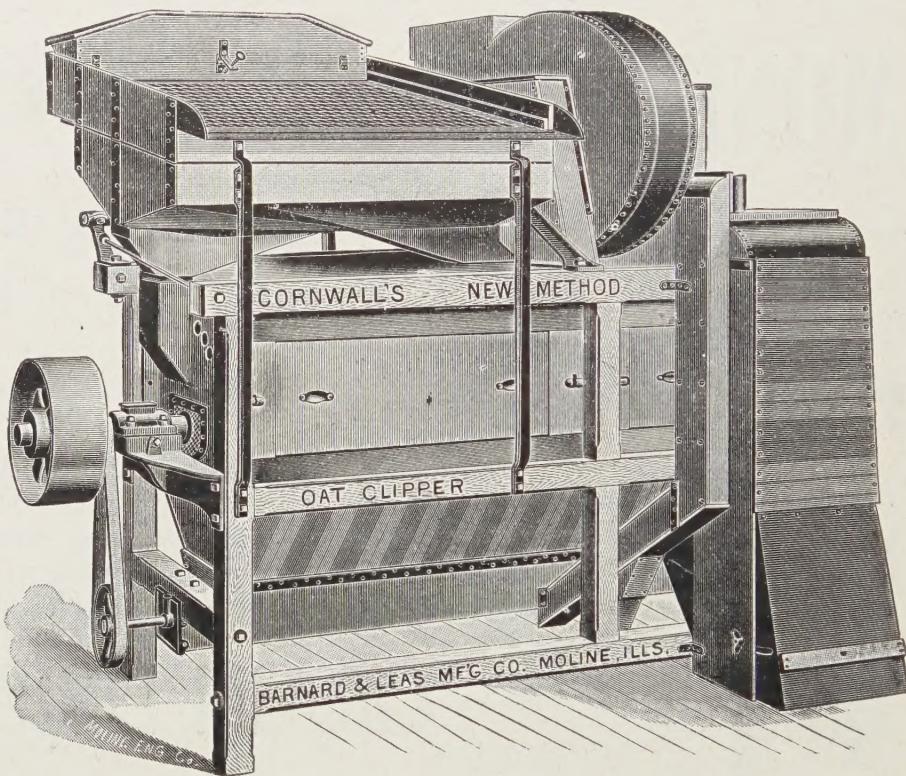
## CORNWALL'S....

### NEW METHOD OAT CLIPPERS

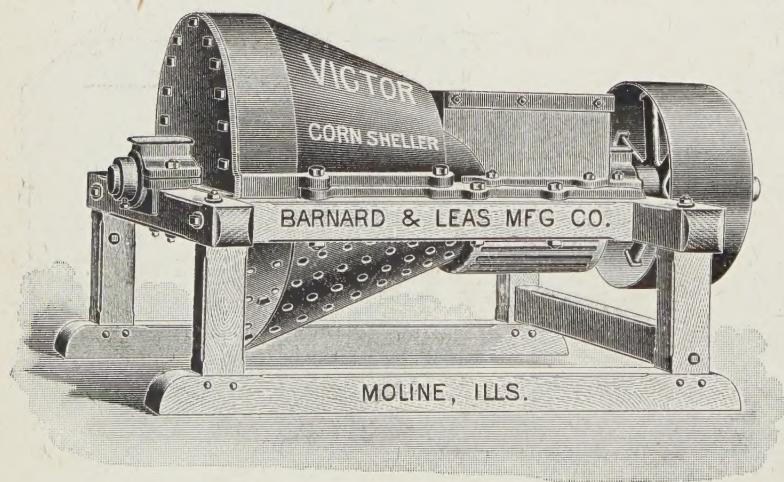
are better adapted to the wants of shippers than any other machine.

The superior features of this machine are fully appreciated by the grain handling public, from the fact that they are to be found in a majority of the elevators in the country.

WE LEAD,  
....OTHERS FOLLOW.



Cornwall's New Method Oat Clipper.



Victor Corn Sheller.

### VICTOR..... CORN SHELLERS

excell all others, and when used in connection with our BARNARD'S DUSTLESS CORN CLEANER or CORNWALL'S CORN CLEANER makes the best outfit for shelling and cleaning corn for the market that has ever been used. We guarantee it to be such.

**BARNARD & LEAS MANUFACTURING CO.**  
**MOLINE, ILL.**

# Smith's Automatic Warehouse and

Also a  
Full Line of

Elevator Supplies, Belting, Pulleys, Buckets,  
Boxend Hangers, Shafting, Etc.  
Everything for a Warehouse or Elevator.

Corn Shellers, Separators, Cleaners,  
Ear Corn Feeders, Dumps, Conveyors,  
Self-Cleaning Boots and  
Heads, with Tighteners,  
Draggs.

## Elevator Machinery

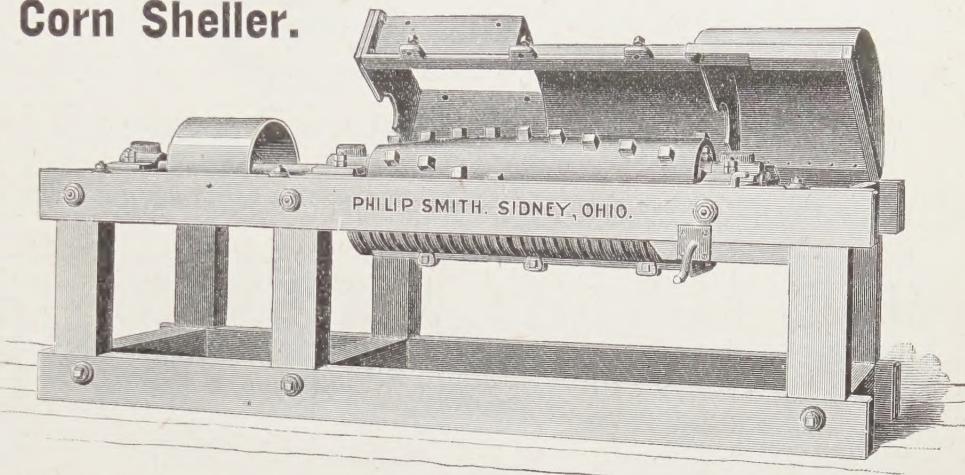
### The Miami Valley Corn Sheller.

The simplest in construction of all Shellers. Among the many advantages to be obtained from this machine, is that it gets all the corn, and will not plane the grain. Can shell new corn at least thirty days earlier than any other sheller. Requires less power to operate. Has a choke box, adjustable while running. The cylinder is made of chilled iron, cast solid on the shaft, thoroughly balanced. No set screws or keys to bother with. Cylinder made right or left, "as we do not recommend cross belts." All machines have three wide anti-friction bearings. Have stood the test for thirty years.

On my latest improved Sheller I guarantee to duplicate any part that proves defective inside of five years from date of purchase.

Parties contemplating building or repairing warehouse or elevator will do well to get my prices and description of machinery.

**PHILIP SMITH,**  
SIDNEY, OHIO.



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a sign on your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousand signs spread over a great many square miles. You can't carry everybody to your sign, but the

**GRAIN DEALERS JOURNAL** can carry your sign to everyone in the trade. . . . TRY IT.

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Cash Buyers of Lumber and Interior Finish, Get Our Prices Before Buying.

**GEORGE GREEN LUMBER CO.**  
22d and Loomis, Chicago.



## CORN ECONOMY

results from feeding the grain in the form of finely ground meal. All ground food is digested. No waste. It therefore takes less grain to produce the same or better results.

**Vertical Burr Stone Mills**  
16 to 30 inches, grind faster and finer than any other. Largest capacity. Make also Oat Clippers, Engines, Motors, Pumps, &c. Ask for our catalog. **CHAS. KAESTNER & CO.**  
241 S. Jefferson St., Chicago, Ills.

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in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

# The Hess Grain Drier

Cures Tough Grain  
Sweetens Sour Grain  
Cools Hot Grain

AT A COST TOO  
SMALL TO BE  
CONSIDERED...

HESS WARMING AND VENTILATING CO.

708, 135 La Salle Street, CHICAGO.

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Armour & Co.  
Albert Dickinson Co.  
P. B. Weare & Co.  
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Chicago R'y Terminal  
Elevator Co.  
The Richardson Co.  
Consolidated Elevator Co., Duluth.  
E. S. Woodworth & Co., Minneapolis.  
Cleveland Grain Co., Cleveland, O.

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New book just out.  
Send for one.

WE HAVE RECENTLY  
....ISSUED OUR **CATALOGUE No. 25,** A BOOK OF **380 PAGES**  
WHICH CONTAINS DETAILED DESCRIPTIONS AND PRICES OF

**C**ONVEYING, ELEVATING and POWER  
TRANSMITTING MACHINERY, such  
as CALDWELL HELICOID CONVEYOR,  
ELEVATOR BUCKETS and BOOTS, BELT-  
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BEARINGS, CAR PULLERS, WIRE CLOTH,

**C**ONFORATED METAL, EQUIPMENT for  
ROPE TRANSMISSIONS, etc., and much  
useful ENGINEERING INFORMATION applicable  
to our line of specialties.

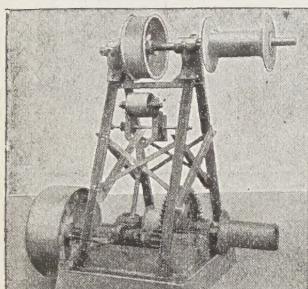
A postal card from anyone interested in the machinery  
manufactured by us will bring a copy by return mail

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127-133 W. Washington St.

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Grain Trippers, Car Pullers, Spouting,  
Belt Conveyors, Wagon Dumps, Shafting,  
Pulleys, Gearing, Friction Clutches,  
Rope Sheaves, Link Belting,  
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Send for Catalogue No. 25.

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ENGINES  
BOILERS  
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## Grain Elevator Machinery

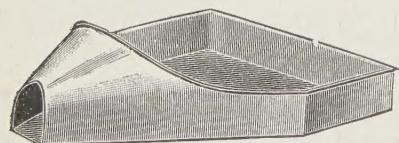
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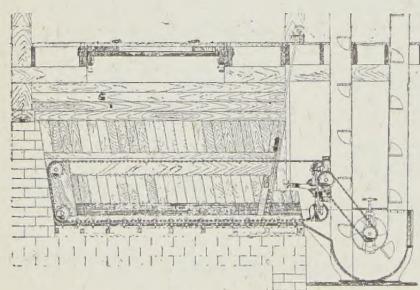
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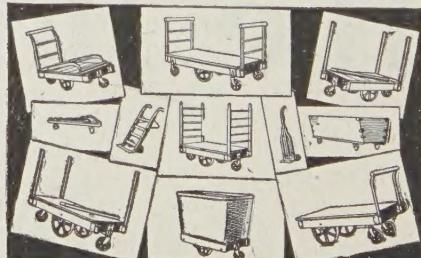
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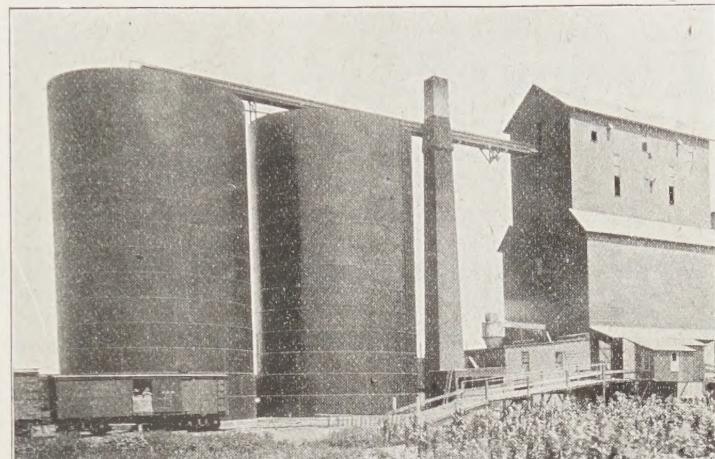
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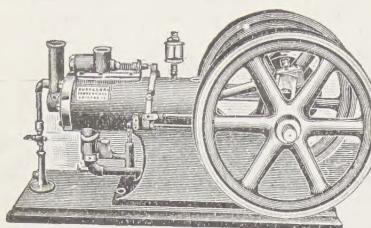
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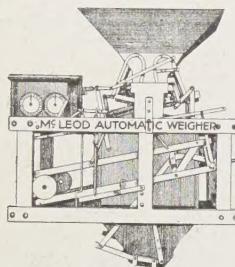
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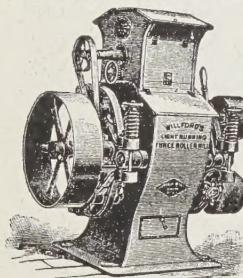
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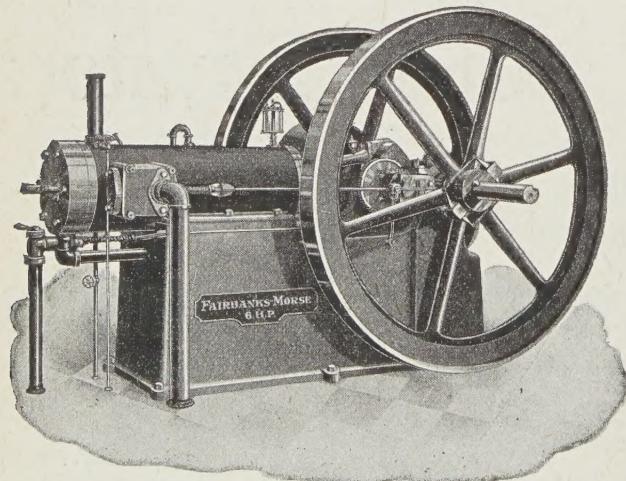
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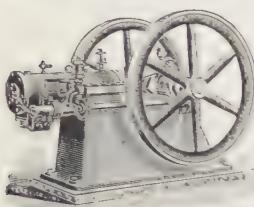
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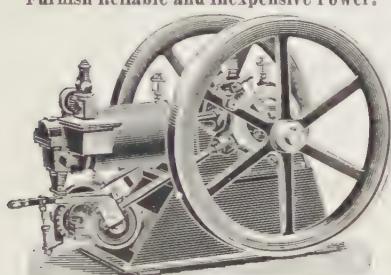
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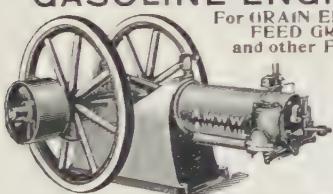
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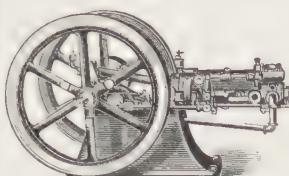
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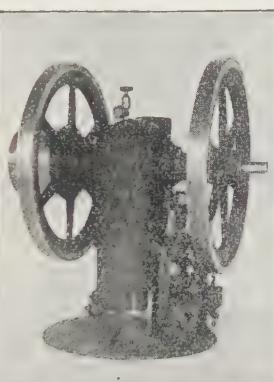
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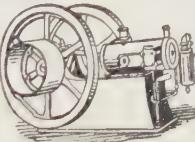


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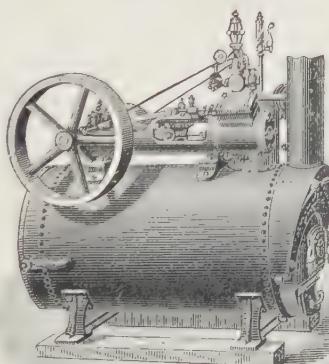
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## MEETING AMERICAN SEED TRADE ASSOCIATION.

The seventeenth annual meeting of the American Seed Trade Association was held at Cincinnati June 13, about forty-five members being in attendance.

During the meeting papers on the following subjects were read:

"Our Place at the Paris Exposition," C. L. Allen, Floral Park, N. Y.

Growth and Development of the Seed



Alexander Rodgers,  
 President American Seed Trade Association.

Business—"Agricultural Seeds," Albert McCullough, Cincinnati, O.

"How Can the Seedsman Influence the Local Demand from Common to Improved Varieties," C. E. Kendel, Cleveland, O.

"How to Advertise Seeds and Plants Profitably," J. C. Vaughan, Chicago.

"Fancy Pea Growing and Its Vicissitudes," S. M. Pease, Cape Vincent, N. Y.

A committee was appointed and drafted resolutions vigorously denounc-

ing the free distribution of seeds by the United States Department of Agriculture, which were unanimously adopted.

The election of officers for the ensuing year resulted as follows: President, Alex. Rodgers, Chicago; first vice-president, Albert McCullough, Cincinnati; second vice-president, F. W. Bolgiano, Washington, D. C.; secretary and treasurer, S. F. Willard, Wethersfield, Conn.; assistant secretary, A. N. Clark, Milford, Conn.; executive committee, Everett B. Clark, W. Atlee Burpee, L. L. May, Chas. J. Burge, S. E. Briggs; membership committee, W. H. Grenell, C. E. Kendel, A. J. Brown.

An informal vote was taken as to the place for holding the next meeting, Chicago receiving a majority of the votes cast.

Fourteen new members were admitted and four resigned.

We are indebted to The American Florist of Chicago for the accompanying engraving of the newly elected president Alexander Rodgers, who is in the seed commission business in Chicago and one of the best known seed men in the country.

## BOOKS RECEIVED.

ILLINOIS CROP REPORT is title of the statistical report of the Illinois State Board of Agriculture for May 1, 1899. This report contains a summary of the reports of correspondents as to the conditions and yield of the crops, live stock, fruit, etc., as compiled for the State Board of Agriculture by Secretary W. C. Garrard.

The complaints of the inferior quality of Kansas hard wheat shipped to England have led to an investigation by the Kansas Grain Inspection Department, which has delegated Chief Inspector A. E. McKenzie to visit export points and ferret out the reasons. Mr. McKenzie suspects that the trouble is caused by mixing at Galveston and New Orleans.

Wheat receipts at nine principal primary markets for the 51 weeks ending with June 19, as compiled by the Cincinnati Price Current, have been, in bushels: 266,161,000, against 230,472,000 and 170,730,000 in the corresponding periods of 1897-8 and 1896-7. Receipts for the week were 5,219,000, against 5,245,000 for the previous week and 1,186,000 a year ago.

GRAIN DEALERS COMPANY,  
 10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please send the GRAIN DEALERS JOURNAL for one year to

Name \_\_\_\_\_

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# GRAIN DEALERS' EXCHANGE.

## FOR SALE.

ELEVATOR AND RESIDENCE for sale. Drawer D, Kirkman, Ia.

FAIRBANKS 500-bu. hopper scale for sale. Jno. M. Hornung, Greensburg, Ind.

GASOLINE ENGINES for sale or exchange. All makes and sizes. McDonald, 72 W. Washington st., Chicago.

STEAM BOILER for sale at a bargain; 48 in. by 16 ft. J. P. S., Box 8, care Grain Dealers Journal, Chicago, Ill.

ENGINES, BOILERS, \$25 cash, balance on easy payments buys the best 8-h. p. engine. M. E. Howard, Indianapolis, Ind.

GASOLINE ENGINES Bought, sold, exchanged; guaranteed in perfect repair. Gas Engine Repair Co., 43 S. Canal, Chicago.

BUCKEYE ENGINE for sale; 75-h. p. in first-class condition. Too large for my use. Will sell cheap. Address A. Colvert, Attica, Ind.

ELEVATOR for sale; in good grain country; 3 lots, office, scales and 1 share in telephone. On Big 4. Address A. H. Drake, West York, Ill.

GASOLINE ENGINES at a bargain; 24 h.p., 12 h.p., 28 h.p.; also refitted scales. New elevator supplies. A. P. Ely & Co., 1110 Douglas street, Omaha, Neb.

SECOND HAND GAS AND GASOLINE ENGINES; dynamos and motors; all sizes; guaranteed for 1 year. Price Machinery Co., 54-60 S. Canal St., Chicago.

BUSINESS opportunities. We have several first-class openings for parties who wish to invest in elevator and milling property. Mill Owners' Exchange, Nashville, Tenn.

FAIRBANKS' 10-ton wagon scale, with track scale style beam, in first-class condition for sale. Repaired and Guaranteed. Standard Scale & Fixt. Co., St. Louis, Mo.

ELEVATOR AND GRAIN BUSINESS for sale, elevator capacity 25,000 bushels. Corn cribs 30,000 bushels. First class grain point. Address Lock Box 374, Tekamah, Neb.

FARM for sale; 70 acres in Dallas Co. at \$2,400, worth \$3,500. You can pay for it in short time by raising corn and hogs. S. B. Shumway & Co., Real Estate Agents, Minburn, Dallas Co., Ia.

ELEVATOR for sale or rent at York, Neb. Rents for \$300 a year; 12,000 capacity, steam, 2 hopper scales. In good running order; possession at once. C., Box 12, care Grain Dealers Journal, 10 Pacific Av., Chicago.

FEED ROLLS, SCALES.—3 three-high feed rolls, 1 600-bu. and 3 60-bushel hopper scales, at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Ave. S., Minneapolis, Minn.

## FOR SALE.

MILL AND ELEVATOR for sale for cash or trade for good farm in Ind. or Ill. Up-to-date 50-bbl. flour mill and 20,000-bu. elevator; in good repair and running every day. Cobs for fuel. J. F. Bending, Battle Ground, Ind.

ELEVATOR for sale; 1,500 bu.; good as new; all machinery necessary for all kinds of work in a corn elevator. One of the best corn districts in Kan.; 80 miles from Kansas City. Prospects for a large corn crop very flattering. T. W. Simpson, Agricola, Kan.

ELEVATOR 8,000 bushels, with wagon and hopper scales, 16 h. p. gasoline engine, wheat cleaner, sheller and dumps. Also grind feed. Good territory, local monopoly in grain, coal and farm machinery. Will have to sell soon. S. G. Chamberlain, East Liberty, Ohio.

ELEVATOR, 12,000 bu. capacity, new No. 2½ Western corn sheller and cleaner; 20-h. p. engine and boiler. Lumber yard in connection if wanted. Handled 46 cars grain so far this year. Located in Moultrie Co. Good bargain. Ill health cause for selling. Stapleton & Mitchell, Lake City, Ill.

GRAIN BUSINESS for sale. Having elevator of 25,000 bu. capacity and renting another house, I have all the business; also ½ of a good coal business. Handled 400,000 bu. last year. Good grain country; main line C. B. & Q., 59 miles from Chicago. Address Thos. Mercer & Co., Somonauk, Ill.

GRAIN AND COAL BUSINESS FOR SALE, at Red Oak, Ia., including elevator, coal bins and barns. Elevator, 25,000 bus. capacity; new and substantially built; only one in town. Grain and coal business both good. The best country elevator in Southwestern Iowa. R. A. Stevens, Red Oak, Ia.

TWO ELEVATORS for sale, with dwellings and lots in thriving towns in central Ia., on C. & N. W. Ry., in heart of great corn, oats and wheat belt; millions of bushels of grain handled annually in towns where elevators are situated; 500,000 bu. in store now. Wish to retire. For particulars address O. Y. Box 11, care Grain Dealers Journal, 10 Pacific ave., Chicago.

ELEVATOR or half interest for sale; 8,000 bu.; 10-h. p., steam; 350-bu. hopper scale; wagon scale on main street. Only elevator in Harper Co.; shipped over 300 cars wheat alone from this station last year; good crop planted and large area of oats and corn. Have more business than I can well attend. Would sell half interest to right man at half cost. B. F. Cary, Freeport, Kan.

ELEVATOR FOR SALE; in heart of grain country, having handled 350,000 bushels in 1898. Storage capacity, 50,000 bushels; daily capacity, 20,000 bushels. Elevator was built in 1896, is equipped with the best of improvements, new office and fixtures. Also four acres of land and residence property. Owners want to retire. Indiana, Box 6, care Grain Dealers Journal, 10 Pacific av., Chicago, Ill.

## WANTED.

ELEVATOR WANTED at good point in the Northwest. Give particulars. A. E. Conner, Arlington, S. D.

WHEAT CLEANER wanted; second-hand; 3,000 bu. a day. Must be good and cheap. B. F. Cary, Freeport, Kan.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

WANTED—Connection with exporters for c. i. f. business. References. Chr. Meybohm, Postfach 538, Bremen, Germ.

ELEVATOR wanted. Cheap house, at good grain point where there is not more than two dealers. E. Reichert, Cumberland, Ia.

MAN wanted. Competent to handle grain through cleaner. Must understand gasoline engine. Conway Mercantile Co., Conway, Kansas.

WANTED.—Address of firm manufacturing grain sacking machine. B., Box 12, care Grain Dealers Journal, 10 Pacific Av., Chicago.

WHEAT TESTERS Wanted. 25 second-hand 2 qt. Fairbanks Wheat Testers in good order. The H. L. Strong Grain Co., Coffeyville, Kan.

ELEVATOR wanted in good country town, within 200 miles of Toledo, O. Will lease with option to buy. Address F. L. Smith, Sherwood, Ohio.

ELEVATOR: Wanted to lease elevator in good grain district of Iowa or Illinois. May buy. Give full particulars. Address W. A. Holdren, Thornton, Iowa.

POSITION wanted with a grain company by an elevator builder. Understands building, remodeling and moving. First class references. A. W. Ward, 2500 Garfield St., Lincoln, Neb.

SITUATION wanted by man experienced in both office and elevator as manager or asst. manager of office and elevator. Good references. Reasonable wages. L. A. Lewellyn, Watseka, Ill.

POSITION wanted as manager of good country grain elevator business, or would rent elevator at good grain point. Can furnish good reference; 10 years' experience. G. M. Davis, Sandwich, Ill.

YOUNG ACTIVE MAN wanted. Must be good bookkeeper and correspondent. Thoroughly acquainted with rail rates in Southwestern territory. Permanent position to right man. Address Texas, Box 10, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

ELEVATORS WANTED. We have frequent inquiries from grain dealers who desire to buy and rent elevators. If you wish to sell or lease your elevator list same with us. It costs nothing unless sale is made, and then only \$1 for each sale resulting. Grain Dealers' Exchange, 94 Traders' Bldg., Chicago.

## MISCELLANEOUS.

DRIER, been used only for tests; dries brewers' grain and corn perfectly and economically. Cost \$1,000, sell for \$350 f. o. b. Buffalo. Barton, Box 4, care Grain Dealers Journal, 10 Pacific Av., Chicago.

# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month

BY THE

## GRAIN DEALERS COMPANY.

10 PACIFIC AVE., CHICAGO, ILL.

CHARLES S. CLARK, Editor.  
J. CARVER STRONG, Advertising Representative.

Price, Five Cents a Copy; One Dollar Per Year.  
Foreign Subscriptions, \$1.50.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., JUNE 25, 1899.

Bucket shopping trades are not confined to bucket shops.

Kansas wheat has wire-worms and the crop reporters have fits.

The way to stop lending bags is to dispose of the present supply and to purchase no more.

Indiana dealers who have knowledge of decisions under the Landlord Lien law of that state will confer a favor by sending us a digest of them.

Cincinnati weights are receiving a good deal of attention, and judging from the letters published, the subject is one which merits attention.

The dealer who bids for farmer's grain and in the same breath asks him to come back, unwittingly notifies the farmer that he will bid more.

Texas is establishing a new record as a grain growing state this year. This, too, in spite of the fact that the crop is much short of what was expected.

It is very difficult to draw into an over-bidding contest the dealer who stays in his office and lets the farmer come to him for prices and to sell grain.

The efficiency of organization work depends upon the perfect organization of local associations, and they, in turn, must be united in divisions, working for the common good of all regular dealers.

Illinois dealers should bear in mind that they are entitled to a clean bill of lading, and if they will refuse to accept any other the railroad company will very quickly grant the clean bill desired.

Prosperity seems to beget loose methods, and to breed sharpers and shysters who prey upon grain dealers always too eager to accept high bids and never careful enough to discriminate against the irresponsible firms.

The freight handlers and grain shovellers at Buffalo are again assuming a threatening mood and causing elevator

men to consider the advantages of pneumatic conveying machinery more earnestly than ever before.

The swindling grain buyer of Hazelhurst, Miss., who failed to obtain the protection of the state courts in his attempt to swindle a Texas oat shipper out of his grain, has a very poor opinion of the Texas Grain Dealers' Association.

The different grain dealers' associations in the country now have a membership of 2,500 regular dealers, and all are doing much good for their members. However, they have many new fields of operation, which are slowly but surely being opened up to them.

The experience of corn shippers during the past season will cause many of them to consider the advisability of buying a good drier or retire from the business. A good drier would have paid for itself in a very short time if installed in any of the markets handling much corn.

The regular grain dealers of the country are still paying ten times their share of the war revenue taxes, while merchants engaged in other lines of business go free. It is time that the grain shippers interviewed their congressmen regarding the purpose of such rank discrimination.

The Western Indiana Division of the Grain Dealers' National Association, which has grown so rapidly since its organization, will hold an annual meeting at Lafayette June 27. A good program has been prepared and it is hoped that the meeting will be well attended by a large number of regular dealers.

The Interstate Commerce Commission has issued an invitation to all parties interested in the matter of relative rates upon exports and domestic traffic in grain and grain products, to file statements on or before July 15, at which time the Commission will grant another hearing on this involved subject.

The Tennessee Legislature, following in the line of the wiseacres who attempt to make laws for other states, has enacted a law requiring every miller and grain dealer to use a United States Standard half-bushel grain-tester. A similar law was knocked out in Ohio, but still stands unmolested on the statute books of Indiana.

The Kansas shipper who sued a railroad company for expense incurred in cooopering cars has not yet collected the amount of his suit, but he has won in the first court and the Kansas State Association is pushing the case along. It is right that the carrier should place its own cars in prime condition to re-

ceive freight. It does so voluntarily for other freight and also loads package freight into its cars.

The Illinois Association is strengthening its position by establishing local associations of dealers who come in competition with one another. This new branch of the work is receiving the earnest support of many members who see new means of remedying many troubles from which they have been suffering.

An internal revenue official has decided that trades of 5,000 bushels in a bucket-shop are taxable to the extent of 10 cents, while the same trade in a reputable grain exchange, is taxed 35 cents. It is somewhat remarkable that the bucket-shop should be recognized by a government official. They are acknowledged to be illegal concerns.

The seedsmen of the country are vigorously denouncing the government for the continued free distribution of seeds for the benefit of office-loving congressmen who seek re-election. The practice was originated for the purpose of encouraging the introduction of new plants and flowers into this country, but it has grown into an egregious vote-buying campaign.

Complaints from all sides are to the effect that Richmond weights are rotten, and it is no wonder, for most of the grain received there is weighed on platform scales, sometimes in 80 to 100 drafts to the car. The unloaders seem to have a weakness in failing to record a draft now and then, but no overages have yet been reported. It would seem time some steps were taken to improve the weighing facilities at Richmond.

A carload of flaxseed in Chicago will hereafter be larger. Flaxseed Inspector S. H. Stevens informs us that in accordance with an order of the committee, all cars of flaxseed received in Chicago after July 1, 1899, will be estimated as containing 625 bushels instead of 580 bushels as heretofore. The crop report of 1898 will be made up on the same basis. As the cars are enlarged the trade must change the size of the commercial carload to meet the new condition.

The affiliation of the members of the Grain Dealers' Union of Southwestern Iowa and Northwest Missouri with the Grain Dealers' National Association has been consummated and it seems likely that steps will soon be taken to bring about the affiliation of larger associations with the National. Such a move is thoroughly in the interest of all regular dealers and will place all the affiliated bodies in a stronger position to advance the common interests of their members. It will also simplify the As-

sociation machinery and reduce the expense of operation.

The Minneapolis Chamber of Commerce has appointed a committee to make an effort to induce the Department of Agriculture to discontinue its monthly crop reports. Since the leaks have been stopped, it would profit the trade nothing to have the reports, which are by far the most reliable compiled, discontinued. It would open the way for the dissemination of misinformation by parties interested enough in the markets to collect and circulate crop reports.

A grain dealer at a recent meeting was amazed at his misunderstanding of two grain trade problems, which enter into his business daily. Open discussion with his brother dealers in an informal meeting gave him a clearer understanding of some of his rights than he had ever had before, yet that very dealer hesitates to support the local and district associations. Dealers have much to learn by associating with their brother dealers, as well as much to gain by the social feature of association work.

The Texas Millers' Association has requested the Railroad Commission of that state to raise the minimum weight of a carload of grain and grain productions to 24,000 lbs. Heretofore it has been 20,000. The minimum has been raised by the railroads in the Central Traffic Association to 30,000 lbs. Large cars and a higher minimum carload work to the disadvantage of the scoop-shovel shipper and give the regular elevator man a stronger hold on the business in which he has invested his money.

Once again several of our all-knowing exchanges, who have a penchant for the curious, have republished that incredible story regarding the growing of corn which had been sealed in a Colorado cave for 5,000 years. Many farmers in the vicinity of Mt. Pulaski, Ill., replanted their corn this year for the simple reason that they had used seed corn which had been in crib four years. If four-year-old corn raised in Illinois will not grow it does not seem possible that Colorado corn would grow after being sealed for 5,000 years.

If the new rules governing the feeding in transit are strongly enforced it will work to the advantage of every regular grain shipper, in that it will stop stock shippers, who heretofore have shipped large droves of cattle from the West, stopped them in transit and fed them there a season, much to the disadvantage of local grain dealers. It has worked injury to those who with their own funds have provided bulk grain depots for the railroad companies, and it is a practice the railroad compa-

nies should have, out of respect for their own interest, discontinued long ago.

The Kansas Millers' Association has issued a circular letter calling upon the friends of mutual insurance not to be alarmed by the last attempt of the stock companies to undermine the cause of mutual insurance in that state. The stock company agents are working vigorously to scare the friends of mutual insurance to cancel their policies and at the same time one staunch champion of mutual insurance, Mr. Page, of Topeka, is conducting a friendly suit with the Attorney-General of the state to determine the constitutionality of the very unreasonable law.

The grain shippers who started out several months ago to establish the same practice in southern and southeastern territory as governs the grain trade of the New England and Middle States seem to be somewhat discouraged. The banks and railroads of the South conspire to assist brokers and dealers in obtaining grain without honoring draft. Brokers in many places are ignoring grades and weights of shipping points and not paying drafts until they get ready, which often is not until they have collected for the grain. The lethargy exhibited by the banks in collecting drafts is truly alarming to shippers who have been accustomed to disposing of business promptly. The railroads have implicit faith in the brokers and deliver grain to them without bills of lading. When the railroads and the banks have been induced to reform their methods then will it be possible for northern and western shippers to force the much-needed reforms in the southeastern trade.

Ohio dealers are at last awakening to the advantages of organized effort. The State Association has determined to enter upon a business career and will work earnestly for the advancement of the common interests of its members. County associations are being formed in different parts of the State and the local associations are working to bring all the dealers together. A joint meeting will be held at Dayton next Thursday of several local associations in hope of inducing the regular dealers of the state to take a more active interest in association work. The meeting of the State Association at Star Island took on the character of an outing more than of a business meeting, yet much talking was indulged in at all times and the proposition to place the State Association on a working basis met with the hearty support of all dealers present. All signs are encouraging for more active work in the interest of Ohio dealers and it is to be hoped that they will succeed soon in bringing about an amelio-

ration of the conditions existing in the grain trade of the Buckeye State.

Grain dealers who will permit local dealers to draw them into an overbidding contest, which will induce them to pay 8 cents, a bushel more for wheat than is warranted by the prices ruling in market centers, are sadly in need of a conservator. Yet, there are dealers, who have money invested in elevator property, who do this very thing, admit it and in the same breath express doubt as to the advantages of organizing, and decline to try to learn what dealers of other sections are doing. They are loath to give a pittance to support even a local association, but are ever eager to give, not only possible profits, but their working capital, to prevent their hated competitors from getting any grain. Competition has robbed them of reason and is slowly robbing them of their working capital.

It seems probable that regular grain dealers of some districts of Ohio will submit one more year to that antiquated, nonsensical practice of lending bags to farmers. Some dealers have exhibited enough backbone to say they proposed to stop lending bags, and stopped it. Others, fearing that their very philanthropic competitors might capture all the business, have refused to do so, for fear of being crowded out of the grain business. Lending bags is a practice which has no place in the grain business. It has been permitted to creep in, and in some districts has more than absorbed the regular dealer's profits. Some dealers have taken a step, which, if honestly followed up, will lead to the termination of the abuse. They have agreed with their competitors that they will buy no more bags and will stop lending as soon as their present supply is exhausted. It would be far more profitable for them to dispose of their present supply of bags, and thereby bring about an abrupt termination of the abuse.

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The first car of new timothy hay from Kansas was received at St. Louis June 24. It was consigned to Daniel P. Byrne & Co., of St. Louis, by E. T. Adair & Co., of Kansas City, Mo. It was auctioned off at \$13.50 per ton.

E. A. Grubbs, Greenville, O.: The bears are on top again. In fact they are in that position about three days out of four. Elevator people who have grain on hand are learning to take advantage of the quick advances, and sell much more than they did a few years ago. Formerly they waited until the second or third day of decline, and sold just when they should have been in position to take advantage of the next advance. A great many, however, are selling as they buy, and advances or declines affect them very little. This class of buyers are usually in a good humor. If you don't think so, try it for a year.

## ASKED AND ANSWERED

### INDIANA LANDLORD'S LIEN LAW.

What are the provisions of the Indiana Landlord's Lien Law? How long after sale can a landlord maintain suit for rent due against the grain buyer? Can landlord maintain attachment for rent if he can not identify the grain sold by his tenant?—E. W. F.

### BUYING IN TO COVER SHORTAGE.

Grain Dealers Journal: A sells B 20,000 bushels of corn for 15 days' shipment, and the shipment of corn falls short 500 bushels. Owing to delay of railroad company the cars are not unloaded until 30 days after the expiration of the contract. In the meantime the market advances several cents. B bought in the 500 bushels for account of shipper A on day last car was unloaded. A refuses to pay for same, claiming any shortage in shipment should have been settled at market price on the day of expiration of time of delivery. B claims he could not do so, as he did not know of shortage until all the grain was unloaded; but admits it would have been fair to settle the difference at the market price ruling on any day A advised of the shortage in shipment. Is there a law relating to the buying in of shortages on a basis of the market price ruling on last day of time set for delivery?—G. F. S.

Carson, Craig & Co., Detroit, Mich.: The shipper must stand the difference. He should have notified the buyer the shipment was 500 bushels short; failing to do this the buyer had a right to buy it in when the last car arrived. This is the custom of the trade.

H. W. Devore & Co., Toledo, O.: We do not know of any court decision bearing on such a case; but, as we understand it, the buyer B was right, as he could not possibly know there was a shortage until the last car was unloaded. If the shipper wished this shortage covered on any particular date or market he should have so advised the buyer.

Caughey & Carran, Detroit, Mich.: We do not know of any law covering the case, but general custom, we believe, covers such transactions. It is the custom in our market to adjust the shortage or surplus at the market the day we get the elevator receipt; it cannot be adjusted until we ascertain the weight; therefore the buyer is correct in the case referred to.

Collins & Co., Cincinnati, O.: The case with reference to the sale of 20,000 bushels of corn for 15 days' shipment involves a greater question than the mere matter of settlement between the seller and buyer, Messrs. A and B. The grain and hay business both are seriously interfered with by reason of the transportation companies not delivering freight promptly. If the receiver in any of the large markets should by some unavoidable reason be unable to unload promptly when the cars arrive, he is taxed to the amount of \$1 per car every day for the use of car and track after 48 hours' time, or virtually 20 hours' daylight time. This condition or delay in the handling of cars by the transportation companies frequently happens during the season, and to our mind the different grain associations, together with other lines of trade that have to depend upon the transportation compa-

nies, should insist upon the freight being transported from initial point to destination within the schedule limit of time under the same law under which passengers are transported. The car service charges are on the jug-handle order—all on one side. If the transportation company should delay shipments they should be made to pay \$1 per day for every day after 48 hours that the grain loaded in these cars is delayed in transit, beyond the schedule time. With reference to the case in question, it is not stated clearly that the last car of corn was unloaded on the day it was delivered. If such is the case, however, B's position is the correct one, that A should be willing to pay the market price which B had to pay for the 500 bushels of corn, the day he ascertained that the contract was 500 bushels short. We have no law, but it has been a rule of the Chamber of Commerce, and this question has been decided this way many times by the regular committees on grain inspection who have charge of such cases.

Paddock-Hodge Co., Toledo, O.: If A sells B 20,000 bushels of corn, 15 days' shipment, and the shipment falls short 500 bushels owing to delay of railroad company, cars not being delivered until 30 days after expiration of contract; if A had notified B that his shipment would be short 500 bushels his obligation ceases and B should buy in 500 bushels in order to protect himself. Delays of this kind will occur and annoyances of this character will come, and the best way out of it all is for both to compromise and give and take, thus keeping harmony in the ranks. Of course a good many contracts specify that any shortage in shipments will be settled at the market price on the date of expiration of time of delivery, but the grain dealer, unless wanting to be very mean and close fisted, does not lie awake nights or spend his time chasing through his books every day to see if a man has failed to ship, and if market is down, cancel, and if up, buy it in for his account, and charge him the difference. If so, he would not last long. Where our shippers use good, honest effort to get their grain out, we extend time of shipment and do all we can to avoid canceling contracts or buying in for a man unless he so desires. We know of no law relating to the buying in of shortages in any market, except the good old law of the Golden Rule, doing as you wish to be done by, and trying to be a good fellow.

Henderson-Johnston Co., Pittsburg, Pa.: We cannot recall any parallel case. Our opinion would be that if B purchased 20,000 and expected that amount of corn to be shipped within 15 days he would be entitled to the difference on arrival of corn, as the consignee anticipated his wants before purchasing; A should have weighed the corn before shipping and seen that the full contract was carried out. These things are generally settled in boards of trade by arbitration.

F. J. Simmons & Co., Detroit, Mich.: We consider B right, A wrong. How could B cover a shortage until he had order from A to do so, or found out by unloading that a shortage existed?

Union Railroad, Elevator & Transportation Co., Toledo, O.: There is no law but custom, and in the absence of law custom rules. The custom of the Toledo market is that on track purchases

of 15 days the grain must be all loaded upon or before the last day and bills of lading mailed. Any shortages under or over are to be adjusted upon the day they are discovered, which would be upon the day the last car was unloaded, the difference to be adjusted upon the market price of that day. In this case there was no arrangement as to time of delivery. Buyers must take their own risk when they buy upon a term shipment; therefore A is wrong. But A claims to have advised B of the shortage, and under the custom here B was bound to protect A by buying in the balance of the sale or canceling so much of it at the market price upon the day of his notification by A of the shortage in his contract. A and B seem to have two propositions. A did not sell to be delivered; he sold upon track for 15 days, and without any notification B would of course have to wait until the last car was unloaded to determine what shortage there was.

Union Grain & Hay Co., Cincinnati, O.: The rule in this market regarding the settlement of shortage or surplus of corn is as follows: Any surplus delivered on a contract is settled on a basis of the market price on the delivery of the last car even should that surplus not be ascertained until after the car is unloaded. The price is made on a basis of the market the day the car is delivered to the buyer. Shortages are settled on a basis of the market price at the expiration of contract time. We do not know if there is any law governing this matter but this is the rule in this market for all settlements.

### TIME SAVING TRUCKS.

A great deal of time is lost in almost every elevator mill or warehouse in handling raw material, in transferring from one point, or one machine to another. Almost every business establishment loses much time in getting out orders, in putting away stock, etc. Too many men have come to regard this as a matter of course, without stopping to fully consider what a large part of the time thus lost could be saved by the liberal use of improved trucks. All have a few trucks, but many cling to the old two-wheel trucks and to the awkward and clumsy four-wheel wagon with a handle always in the way. These wagons when heavily loaded, are hard to pull, do not turn easily and it is not to be wondered at that employes will avoid them.

All the lightest running trucks now used have large wheels, with most of the load coming directly over the large wheels, and the addition of caster wheels makes the trucks so easy to guide that once the advantages of trucks like the "Nutting" are understood and appreciated no one would return to the old style trucks and wagons. The cost is but little higher and the advantages so apparent that they must soon come into general use.

The Standard Scale and Fixtures Company, of St. Louis, make a specialty of trucks. They handle all the best goods made, are not interested in keeping up "the regular line" of any one factory, but take up all new ideas of merit and will build for any business such special labor-saving trucks as the necessities of the manufacturers of various lines may require.

## LETTERS FROM THE TRADE

### NEBRASKA ELEVATORS VALUABLE.

Grain Dealers Journal: To-day, I know of but one elevator that there is a possibility of being sold and there is a buyer on the track of that. Elevator property in this state is very desirable. Only a day or two ago, five houses were sold, two of them practically useless because of their being situated in that section of the state where little or no grain is raised. These houses, none of them I believe, have to exceed 15,000 bushels capacity. The largest crib-room in one does not exceed 25,000 to 30,000 bushels. They were steam plants and have been built for a number of years. The five sold for \$24,000. About three of these is about all from which the buyer can expect to realize any profit on his investment. He therefore practically paid in the neighborhood of \$8,000 for the three remaining houses, and without any intentions of throwing bouquets at the Nebraska Grain Dealers' Association, think it alone is responsible for the condition. A. H. Bewsher, Secretary, Omaha, Neb.

### TEXAS WEIGHERS' LAW.

Grain Dealers Journal: The Public Weighers' Law passed by our last legislature is calculated to cause much useless trouble in that it provides that no one interested in grain buying or handling shall weigh grain except subject to the penalties of the law. This we fear will place incompetent persons in charge of the scales of the public weigher, whose certificates will be worthless, on account of inaccuracies. All men of any experience know that inexperienced persons cannot weigh any commodity correctly, any more than a dentist can shoe a horse as it should be done. It requires experience to know how to handle scales properly, and give correct and just weights.

Mr. Harrison is in Austin today (June 21) in behalf of our association, on export grain rates being considered by the R. R. Commission.

We are still growing. Several new members have been added since our annual meeting, with others on the "anxious seat." Yours truly, E. H. Crenshaw, Secretary Texas Grain Dealers' Association, Ft. Worth, Tex.

### SHORTAGES DUE TO UNSCRUPULOUS FIRMS.

Grain Dealers Journal: We have received an anonymous letter from Cincinnati, O., signed "Justice." It follows:

Cincinnati, June 19th, 1899.

Messrs. E. R. Ulrich & Sons, Springfield, Ills.: Your communication in the Grain Dealers Journal has been read with interest. Cinti has long been known for bad weights, and it is greatly because two or three houses in the trade are unscrupulous in their weights. They can undersell their neighbors and still have a big profit. There are many honorable houses here in the business. Pick out good men to sell to. There are bad men in every city, but they should be published to the trade.

You may be certain your short weight is from stealeage, not leakage or ratage.

The reputation of the entire trade suffers through the bad repute of these men. These few houses are well known here. Yours,

"JUSTICE."

We would like to have "Justice" give the names of the houses referred to, to the Secretary of our Illinois State Grain Dealers' Association in order that

our members will know what is going on. Think the weighing committee should take up the matter of weighing in Cincinnati and see why it is Cincinnati dealers can buy stuff basis Cincinnati weights. Think good deal of the stuff is weighed on track there, by wagon loads which we think accounts for a great deal of the difference in weights. When we ship there we ship to one of the best houses in the city—considered so by the trade in regard to weights. We think the short weights are accounted for by the manner in which the stuff was weighed out. Seems to us a better weighing system could be had in Cincinnati under the supervision of a check weighman or something of that kind, as designed by the Grain Dealers' National Association some time ago. Yours truly, E. R. Ulrich & Son, Springfield, Ill.

### INTERESTED IN GIVING CORRECT WEIGHTS.

Grain Dealers Journal: Our attention was directed to an article in your issue of June 10th written by Messrs. Ulrich & Sons regarding the weights of six cars of corn consigned to our market during February and March. We are especially interested in the six cars mentioned from the fact that they were consigned to us and were handled for the account of the above named firm by ourselves. The cars that Messrs. Ulrich & Son complain of were all loaded at one station namely Loami and in looking over their papers we find that their weights from other stations are running well.

Cars Nos. 997, 20,655, and 20,799 were all loaded out during the extreme cold and stormy weather of February and it is quite likely that the scales at Loami were not in good working order. We do not know whether the scales there are protected or not, but we do know that the scales in Cincinnati were, as these cars were all weighed in hopper scales by parties whose weights we find by comparison to be good.

Cars Nos. 21,177, 4,220, and 21,429 were transferred somewhere in transit, quite likely Springfield, and no one can tell, but what there was a leak there.

The grain men of Cincinnati are interested in giving to the country the best weights it is possible to get, as they all know that the more grain they get the larger their profits will be. They do not sell to parties who are not responsible. All the contract corn that is sold is weighed in hopper or track scales, which are tested frequently. It goes to men whose integrity no one here will question, and who will not stoop to take advantage of the country shipper in the matter of weights. They realize that when the volume of grain is large, they buy it cheaper, and that if the weights are short they will shut off the volume.

To show that the country weigher is not always infallible, we beg to submit the following car numbers, shippers' weights and our weights here. These cars have been consigned to us within the past two months and on the eight cars shown you will see that the overweight equals a good-sized car of corn. Messrs. Ulrich & Son fail to state that one of their cars overran 31 bushels and that outside of the six cars mentioned their weights held out fairly well. The eight cars referred to were A. T. No. 21,342; A. T. No. 20,758; A. T.

20,520; B. & O. S. W. 17,723; B. & O. S. W. 6,600; M. & B. 743; B. & O. S. W. 17,136; B. & O. S. W. 5,705. The shippers' weights were 42,000; 50,000; 44,000; 58,520; 50,512; 44,320; 54,880 and 56,560, making a total of 400,792 lbs. The net weights at Cincinnati were 47,300; 54,450; 48,850; 68,800; 55,840; 54,000; 56,700 and 57,650 making a total of 443,590 pounds.

Cincinnati grain men are doing all within their power to give good weights. Quite frequently the shipper inserts a fictitious weight in the bill of lading and reports no actual weight. In such cases we are at a loss to know whether the weights are running right or not. Let the shipper assist them by loading through cars that are in good condition, weighing them carefully and reporting actual weights on the day they are consigned. Respectfully, Gate Bros., Cincinnati, O.

### THE BUCKET SHOP.

Grain Dealers Journal: With all the aggregation of bull news; first, beginning with the serious damage to our winter wheat crop from excessive cold weather, followed later by the ravages of the "chinch bug," then followed later the sensational reports of total loss of all crops in Russia and "gaunt famine stalking abroad in the land," and serious injury reported from other important European sections, the price of wheat under such a powerful stimulant should have been at a modestly conservative estimate one dollar per bushel on the Chicago market. One of the most potent reasons for its not having reached this figure is owing to the negative influence of bucket shop trading.

In nearly every town and city throughout our country can be found one of these "parasites," furnishing quotations from the Chicago market at regular intervals. The customer gives his order for a given quantity; the bucket shop man books it at the last quotation; the order is not executed on the Chicago market, and this kills its influence on the market. One sees at a glance, therefore, that taking the enormous trading throughout the country, the Chicago market loses thereby the stimulating effect that these orders would produce.

Outsiders almost invariably buy, anticipating higher values, basing their expectations on legitimate conditions. Their calculations are logical and correctly based, but in dealing with the bucket shop they defeat the object which they expect to gain. The evil of bucket shop trading is still more far-reaching in its blighting effects, viz.: by killing in its incipiency this stimulating effect of purchasing power, the negative influence of which affects the interest of every farmer in the world. It is a conservative statement that this destroying parasite causes an annual loss to the farmer of one hundred million dollars. As the prosperity of our country depends largely upon the price of farm products, one can easily see that the bucket shop is the most destructive curse that was ever allowed to exist in our country.

The Chicago Board of Trade is making and furnishing quotations to this hydra-headed parasite, which are used as a club to kill its benefactor. Little wonder that our commission houses are complaining bitterly of the loss of trade, and greater wonder that they fold their

hands, and allow it to continue. Yours truly, Montague & Company, John S. Carpenter, President.

#### CINCINNATI SYSTEM IS NEAR PERFECTION.

Grain Dealers Journal: In your issue of June 10th, Messrs. Ulrich & Son ask "Can any one inform us through these columns why Cincinnati weights are running so much short on corn?" They also give specific cars.

If these were all the cars shipped by that firm it would certainly be an alarming condition and one calling for reform. Can it be possible that this firm takes no note of cars that overrun?

Some four years ago the Chamber of Commerce Committee on Weighing started a system of thoroughly investigating every complaint of short weights, and have vigorously followed it up ever since. From the complimentary letters received during the past three years we are satisfied that the Cincinnati system is as near perfect as human inge-

square deal in every transaction in the Cincinnati market. The association is glad to assist in adjusting differences between shipper and receiver, as it is anxious to keep Cincinnati in its present high position regarding weights and grades, even if it cannot at all times remain the highest in price in the country. Maguire & Co., Cincinnati, O.

#### NUTT'S FLEXIBLE SPOUT.

Simplicity of construction and operation are two characteristics which quickly recommend a device or machine to every elevator man as well as to persons familiar with mechanics. New devices having these characteristics are brought out now and then, and those long identified with the business are prompted to exclaim, How very simple! It's a wonder no one thought of it before.

Some months ago William A. Nutt, one of the oldest grain men of Ohio, was superintending a few changes in the cupola of one of his elevators at Ur-

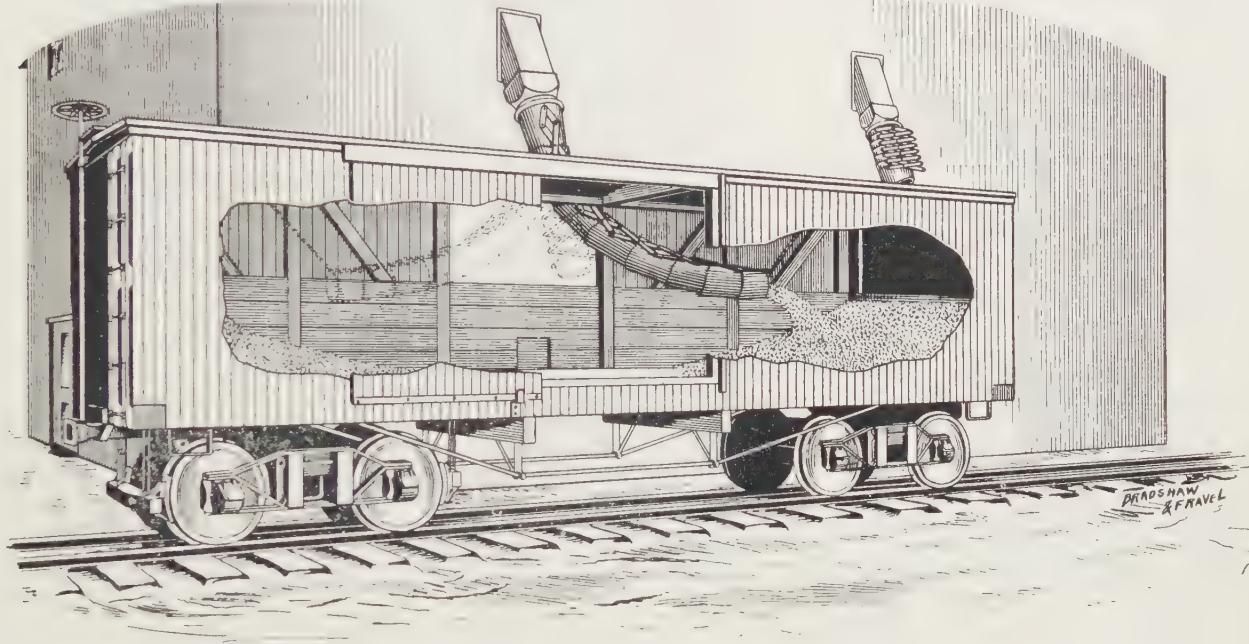
ban, which necessitated radical changes in the distributing spouts that received grain from one of the elevators. After studying the problem several days he designed a flexible spout to help them out of the difficulty encountered. Improvement after improvement followed and resulted in the perfecting of Nutt's Patent Flexible and Telescoping Spout illustrated herewith.

The Flexible Spout is constructed of telescoping metal sections, each section being held by the rivet which penetrates the cross bars of lazy tongs. This permits the user to lengthen or shorten it at pleasure and with ease. It is made in any length or size desired. A spout 14 feet in length may instantly be shortened to 28 inches by pushing the different sections into one another. This telescoping feature makes the spout a remarkable convenient one for loading cars, as the grain can be spouted direct to the end or any other part of a car, no trimming being necessary. When closed the Flexible Spout takes up very little room. It is not so likely to be torn down by careless switchmen, as it

can be pushed out of the way of moving cars very quickly and easily. If a section wears out it can be replaced. If it is desired to shorten the spout sections can be removed and spout made length needed to do the work.

In the illustration given herewith, two of these Flexible Spouts are attached to the loading spouts of an elevator, one is closed, and one extended to spout grain to the end of car being loaded. When the Flexible Spout is used as a loading spout one end of a rope is attached to the shipping spout near point where it is joined by the Flexible Spout. This rope is put through the Flexible Spout and the other end attached to the end of the car, the purpose being to facilitate the shortening of the spout in order to distribute the grain evenly throughout the car. The flexibility of the spout is shown by the dotted lines indicating different possible positions.

The Flexible Spout can also be used to distribute grain from an elevator head to the various bins and thereby



Nutt's Patent Flexible and Telescoping Spout.

nuity can devise. We are daily comparing with weights at all the important Western shipping points as well as the Eastern and Southern points and the complaints are rare.

It is admitted that our fee for weighing here is high, being \$1 per car. The committee has worked hard and faithfully to reduce it without impairing the high standard of service, but so far have not succeeded. It being the determination to maintain present efficiency and if necessary continue the high rate.

The weighing committee will at any time take up any complaint of any shipper. If wrong has been done it will be righted promptly and a guard made against repetition. All that is required is a letter addressed to them in care of the Superintendent of the Chamber of Commerce, giving particulars of shipment and a copy of the certificate if one was furnished by the receiver.

Again, the Grain and Feed Receivers' Association, of Cincinnati, is at all times glad to take up any complaint of any shipper and see that he gets a

bana, which necessitated radical changes in the distributing spouts that received grain from one of the elevators. After studying the problem several days he designed a flexible spout to help them out of the difficulty encountered. Improvement after improvement followed and resulted in the perfecting of Nutt's Patent Flexible and Telescoping Spout illustrated herewith.

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displace several wooden spouts and reducing the opportunity for mixing. Its astonishing flexibility permits it to be used for spouting grain around angles and obstacles and makes it very desirable. Any additional information can be obtained by addressing the Flexible Spout Co., Urbana, Ohio.

G. A. Stibbens, Coburg, Ia., June 24: Crops of all kinds are looking very fine, and it looks like another large corn crop in this section, which will be appreciated by all the dealers.

Goffe, Lucas & Carkener, Kansas City, Mo., write: We are strong advocates of associations for grain dealers, for their mutual protection and advancement. Although we do not buy from the farmers, or operate any country stations, we nevertheless believe that the grain dealers' associations elevate the moral standard and increase the general financial responsibility of the members, all of which is for the best interest of the receivers at terminals, which is one of our reasons for supporting them.

## MEETING OF OHIO STATE ASSOCIATION.

The annual meeting of the Ohio State Grain Dealers' Association was called to order at Star Island, Mich., at 8 o'clock Tuesday evening, June 20th, by President Percy R. Hynson, of Columbus, who read the following paper:

## PRESIDENT HYNSON'S PAPER.

Gentlemen, Members of Ohio State Grain Dealers' Association:—As we are again assembled in our annual meeting, it is well to consider what benefits these annual outings have brought us, and to think whether more frequent meetings would not bring us more closely together, advancing our interests, and obtain at least a small amount of "The Prosperity" which seems to have been lavished so bountiful in every quarter during the last year except among ourselves. There is no question but what Ohio will be the banner wheat state this year, and we whose good fortune it is to be allotted the foundation for a bright business future, should do all possible here to form a business association which will work to advance the grain business of Ohio. Let us place it on a solid foundation to meet the enormous competition which will come into our territory during the handling of the crop. And as we stand together helping one another, surely the expenses will be reduced and increase our profits in the end.

All over the State of Ohio small local organizations have been formed under the leadership of the Grain Dealers National Association. Why can we not now form a great state association with a permanent home in our Capital City? There we have every convenience, and cordial hospitality for frequent meetings. I am sure that our merchants will welcome you in every manner possible to further this association. It seems to me we can ill afford to let the opportunity pass at this time, and I believe if this state association is formed and a permanent office located in Columbus, in charge of a secretary who will devote his entire time to the work, the benefits will be lasting and profitable.

There are always markets, conditions of crops, freight rate charges, changes on inspection, early information of how our crop will grade in the different markets, petty disputes to be settled and unfair competition to be adjusted. Last but not least is that all important subject of bags. When a day's work is nearing its close, it will be a great boon to his tired mind that he can say I have today convinced one more legitimate grain dealer and one more honest farmer as to who should furnish the bags. So, gentlemen, if it is your pleasure to learn something of the advanced agent Prosperity through a permanent association, I am at your command to help it along as best I know how.

Vice-President H. S. Grimes, of Portsmouth, suggested the regular order of business.

The minutes of the previous meeting were read by Secretary E. C. Wagner, of Columbus.

Upon motion the minutes were approved.

Treasurer Geo. T. Chamberlain, of Columbus, said: After paying all bills last year and paying \$50 to E. A. Grubbs, I had \$50.65 on hand. On this trip I have collected \$44. The balance in the treasury is \$94.65. The bills for this meeting are still unpaid.

A. H. Huston, of the executive committee, reported that few meetings had been held, but he hoped for good results.

Report approved.

E. C. Wagner, of the committee, appointed to carry on the fight against the grain tester law, read a letter from E. A. Grubbs, of Greenville, calling attention to the association's indebtedness to those who carried on the prosecution of the Yeazell case. Mr. Wagner reported that \$50 had been paid, leaving a balance of \$33.50 due the committee, besides a postage bill due Mr. Grubbs.

It was moved that the matter be referred to the executive committee with power to act and pay the amount due. Carried.

The election of officers resulted in the selection of Eugene C. Wagner, of Columbus, O., for president.

Mr. Wagner was escorted to the chair by Jas. P. McAlister and H. S. Grimes. He thanked the members for the honor conferred. If we can make our annual meetings more of a business character I think it will add dignity to the organization and detract nothing from the outing feature. I shall, however, act in harmony with the wishes of the members.

H. S. Grimes, of Portsmouth, was elected vice-president.

Mr. Grimes: I have allowed my name to be presented here again because I am heartily in accord with the movement to make a business organization of this association and to make the influence of the Ohio Association felt in the trade.

J. W. McCord, of Columbus, was elected secretary.

Mr. McCord suggested the election of

rates and we are in a better position than ever to patronize the Toledo market. It is the best market for our wheat. We can by organizing get lower insurance and better grades. Let the association get to work.

E. H. Culver, Chief Grain Inspector, Toledo: There will be no changes in grades this year, with the possible exception of oats, which cannot be determined until after harvest. If anyone here desires any explanation regarding our rules or grading I would be pleased to make them. Whenever we find a car of wheat dirty, or full of smut balls we mark "blow" and the smut is cleaned out.

To-day Toledo has the only honest grades on wheat. I wish to extend an invitation to dealers to visit Toledo whenever they have an off grade of wheat. If the grading is not right, if I cannot convince the shipper that it is



Chamberlain. Wagner. Grimes.  
Seymour. Woodrow. Nutt.  
Ohio State Association. Officers for 1899-1900.

an assistant secretary and Mr. Nutt moved that in case it is found necessary for the secretary to have an assistant that he be empowered to select such assistant with the advice of the executive committee.

Geo. T. Chamberlain, of Columbus, was re-elected treasurer.

The secretary of the Grain Dealers' National Association spoke at length of the work of the different associations, showed what other associations were doing for members and encouraged the association to give more attention to grain trade problems and the amelioration of trade abuses.

H. S. Grimes, Portsmouth: I doubt that this association can regulate prices, that must be left to the local associations, yet I see no reason why we cannot do something to secure more reasonable insurance. We need not eliminate the social features of the association. I would like to see this association get down to business. I wish to say we have the best market outside of New York in our own state—Toledo. The railroads are making favorable

off grade as classed I will pay his expenses to Toledo and return. I aim to employ the most competent inspectors I can obtain and we strive to give fair and honest grades.

About 3 per cent of the wheat received at Toledo last season graded No. 1. We have few shortages at Toledo. If we have any complaints of shortages we look them up quick and try to find out what caused them. I have a number of copies of the rules governing the grading of grain in Toledo. I would be pleased to have you take copies home and distribute them.

President Wagner appointed a Legislative Committee, consisting of E. W. Seeds, Columbus; H. S. Grimes, Portsmouth; Fred Mayer, Toledo; Jas. P. McAlister, Columbus; W. H. Snodgrass, Marysville.

The following were appointed to constitute the executive committee, together with the president and secretary: E. R. Woodrow, Columbus; W. A. Nutt, Urbana; J. C. Seymour, Kenton.

President Wagner explained that the executive committee would meet soon

and that the association would meet early in October, if not sooner.

A vote of thanks was tendered the T. & O. C. R. R. for the free transportation and for the attendance of General Agent T. K. Work, of Columbus.

Mr. Grimes moved that when the association adjourn, it adjourn to meet soon and upon call of the president.

Mr. Grimes moved that the secretary be requested to send an invitation to each member of this association to attend the meeting of the local associations at Dayton, Thursday, June 29.

The meeting then adjourned.

#### CONVENTION NOTES.

He's got the croop—Culver.

The badges were corn colored.

Commodore Dewey was missed.

Hynson was Chief of the reservation, all the time.

Chief Inspector Culver replied to a number of questions.

The business policy proposed met with favor from members.

The Grain Dealers Journal was represented by Charles S. Clark.

Landlord Slocum's pet squirrel cracked nuts just as greedily as ever.

Fred Mayer of J. F. Zahm & Co., Toledo, kept the dealers busy burning cigars.

Copies of the rules governing the grading of grain at Toledo were provided for all.

N. R. Park of Ada & C. Knox, Jr., of Toledo, went fishing the second day, but—well, they neglected to count their fish.

The hit of the evening was a cake walk by Culver & Mayer. All enjoyed it and talked about it frequently thereafter.

A party of 18 started for Port Huron on the morning of the second day, but part of them landed at Algonac and returned.

The man with an iron constitution was there, and as usual refused to drink any water for fear he would be afflicted with rust.

The bride and groom—Mr. and Mrs. A. G. McDill, of College Corners, were watched by many curious eyes, but they did not mind it.

The Flexible Spout Co., Urbana, O., was represented by W. A. Nutt, who exhibited a model and gave out illustrated circulars describing Nutt's Flexible and Telescoping Spout.

The fish eating octaparty which came down the river in a naphtha launch were not blown up, but were so badly swelled by their Algonac dinner that the camera failed to record their likenesses.

Few of the dealers seemed to be interested in Love, Marriage, Law, Health or Speculation and did not care for advice on personal matters, so Madam Fayne, the "Great Palmist," did not read any palms.

Among the railroad men present were T. K. Work, general agent of the Ohio Central Lines; Geo. T. Chamberlain, of the White Line; Huntington Fitch, of the Erie Lines; W. H. Huston, of the Star-Union, and T. E. Russell, of the Canadian Pacific.

McCord caught only two the first day, but the second day he brought in an attractive string of 32 pike, pickerel, perch and bass. Grimes sent them to Portsmouth by express, but of course his friends at home did not credit him with catching them.

Fanchion had an impediment in her running gear and all hearts were sad, until she steamed up to the dock on the last day and took some of the dealers over to Mt. Clemens for dinner, a bath and cigar holders. The Mayer of Zahm & Co. acted as Cashier and lost only 85 cents in making change.

P. H. Harsha of Portsmouth induced an unsuspecting friend to accompany him on a hunt for fish the first day. They returned with two cases of sunburn, a few fish and the following story about a fish which escaped is told by Nutt: "After playing with a big rock bass for a few minutes he pulled him up out of the water and swung him towards the boat. The fish landed in the boatman's arms, but immediately

## SEEDS.

Flax acreage in the Northwest will be quite large.

J. D. Young, Anita, Ia.: Most of the clover was winter killed and plowed up.

Clean well your seeds before shipment if you would reap the largest profits.

Clover seed exports from New York for the week ending June 17 were 859 bags; timothy, 250 bags.

G. A. Pierson, Orient, Ia., will build a warehouse 12x50x20 ft., in connection with elevator for seed storage.

The Iowa crop service reports June 6 that the weather has been favorable



Ohio State Association—They Went to Mt. Clemens.

jumped back into the water. He weighed 4½ pounds." Weimer: "How did they get his weight?" Nutt: "The fish had scales with him."

Among those present were C. A. Bissell, Antwerp; J. W. Chanel, Melvin; O. P. Chaney, Columbus; E. H. Culver, Toledo; R. A. Deeds, Lancaster; S. G. Dykes, Ostrander; Ogden Edwards, Troy; C. H. Ervin, Xenia; J. O. Gooding, Lewis Centre; W. B. Gramlich, Kenton; H. S. Grimes, Portsmouth; I. F. Hansberger, Thornville; P. H. Harsha, Portsmouth; Wes Hardman, Cable; Percy R. Hynson, Columbus; S. E. Johnston, Grove City; J. A. Kile, Kileville; H. J. Kneisley, Carroll; C. Knox, Jr., Toledo; G. W. Lamb, Hookers; C. H. Little, Xenia; W. H. Loveless and F. M. Maugans, Ostrander; Fred Mayer, Toledo; Jas. P. McAlister and J. W. McCord, Columbus; J. H. Miller, Lockville; W. A. Nutt, Urbana; W. J. Ochs, Kenton; N. R. Park, Ada; C. D. Perfect, Marysville; J. B. Seymour, Kenton; S. Shafer, Hartford; W. H. Snodgrass, Marysville; R. H. Watson, Old Fort; M. E. Weimer, Rosewood; W. S. Witman and E. R. Woodrow, Columbus.

for new seeding of timothy and clover.

S. G. Chamberlain, East Liberty, O.: If we get a good rain soon we surely will get a good seed crop from clover meadows.

S. E. Johnston, Grove City, Franklin Co., O.: Timothy meadows are very short, and the crop will be light. Clover meadows promise an average crop.

Thousands of bushels of orchard grass seed are grown every year in Clark county. The price ranges between 75 and 90 cents. The seed is in good demand.—Indiana Farmer.

G. A. Pierson, Orient, Adair Co., Ia.: The timothy seed crop will be light. We will have very little clover. It was all killed out. I shipped 25 cars last year and 30 cars the year before.

The June circular of the Department of Agriculture gives the condition of clover as below the average. The acreage increased in 18 and decreased in 30 states and territories. The reduction in area is very considerable.

So much millet is being sown near Clinton, Iowa, that the price of the seed has gone up from 60 cents to \$1.25 per bushel. The large acreage of millet is

due to the poor outlook for the hay crop, the clover having been winter killed.

A letter from the management of a prominent elevator line operating at about 90 different points in Minnesota and the Dakotas, gives the flax acreage as compared with last year at 113. This is based on an increase of 4 to 5 per cent in southwestern Minnesota and the southern part of South Dakota.—Toledo Market Report.

The Ohio crop report of June 1 gives the condition of clover as 78 per cent and timothy 79 per cent. Reports are very numerous that clover and timothy have been injured by the grub worm. They are reported in nearly every county in the state and their estimated damage to timothy from 2 per cent to 20 per cent. There is also considerable white top in the meadows.

W. J. Donlin Seed Co., Creston, Ia.: Present prospects are for full crop of blue grass seed. Last year we made an experiment in gathering timothy seed which proved very successful. Instead of cutting with harvester and threshing out seed, we gathered the heads of timothy with a blue grass header and threshed out seed with a blue grass separator. The seed proved to be of better color and to grade better than when gathered in the old way. We run eighteen headers last year and will run twenty this year.

A. J. Brown, of Grand Rapids, Mich., says: There has been a greatly increased trade in the sales of seeds among farmers this season, and this is not due to any freeze or poor crops. With the exception, perhaps, of corn, the supply at home is the same as in previous years. There is very little good seed corn in Kent county, but the demand has been due to a desire to grow more acreage of all kinds of cereals and garden truck. The recent rains have rotted a great deal of corn already in the ground, which will have to be replanted. This makes another heavy draft on this seed. But trade is good all along the line.

## SUITS AND DECISIONS

The suit of the Northern Elevator Co., Buffalo, against the Lehigh Valley Co., to recover \$30,000 damages for the loss of grain burned in the Sturgis Elevator while in defendant's custody, has been dismissed by the court on the ground that there was no cause for action.

In the suit of F. G. Logan & Co., against Goodwin & Chamberlain, of Topeka, Kan., for margins due and unpaid on a speculative deal that went against them, Judge Hook in the United States Court at Leavenworth, decided in favor of plaintiff. In defense it was pleaded that the transaction was a gambling one, and illegal, as they were simply betting on quotations. The plaintiffs proved that the "deal" was a legitimate one, and taken as such, and the order filled in good faith. The judge decided in order for it to be a gambling contract it must be so understood by both parties and that Logan & Co. simply acted as commission men, and that they were entitled to their commission and all losses sustained by them in the transaction.

## SPECULATING.

Frank I. King, the editor of King's Special Market Report, is a firm believer in speculation, but an enemy to the bucket shop. In his Report recently he said, Speculation is trying to guess the future. Almost everybody indulges. It is so from the cradle to the grave. Babies wonder if their milky way will be via bottle or the real thing. Business men find it necessary to speculate to make much money. That is unless they have a patent or are in a good trust on the cellar floor. Manufacturers, jobbers and retailers, all try to anticipate their trade. Farmers try to raise that which they think will command the most. Skilled labor follows the trade it thinks will prove the most advantageous. Capital seeks investment where it thinks the future brightest and safest. Some speculate in real estate. Majority speculate in their own business. They load up when prices look tempting. Some find it difficult to realize when so disposed. Not so in grain. You can get in and out any minute. There is a ready market every business day. It is an international commodity. Almost every country raises some. Almost everybody consumes some. No trust can dictate the price. Speculation may temporarily control, but supply and demand ultimately regulate it. You can trade upon a limited margin. It is not necessary to be a millionaire. All have the same chance. It is a square deal.

Speculating is not wicked. There is legitimate and illegitimate trading. There is the same difference between regular boards of trade and bucket shops, as between national and faro banks. Boards of trade are necessary for the movement of the crops. Trades there are based upon the actual grain. They make the price and are based upon the supply and demand conditions of the world. National banks are a necessity for business. Faro banks are nothing but gambling hells. Bucket shops are similar institutions. In them it is purely a bet upon the price, established upon the regular boards of trade. There the man takes your margin, and wins when you lose. They conspire together to make you lose. Regular board of trade firms merely get the commission and are anxious to see you win so you can come again.

## PENNSYLVANIA.

F. C. McCurdy, Adamsville, Pa.: Grain is fair, corn poor and hay light.

An elevator of 15,000 bushels capacity is to be built by the Meadville Distilling Co., Meadville, Pa.

George W. Hoppes, grain dealer of Mahanoy City, Pa., was married June 13 to Miss Elizabeth Kehler.

A grain elevator at Point Breeze, Pa., owned by Wilkins Bros., of Pittsburgh, collapsed, tearing out the entire lower floor.

The Pittsburg Grain and Flour Exchange held its annual meeting June 13, and elected the following board of managers: William Henry, S. R. Patterson, Robert Thorn, L. S. McKalip, H. L. Houck, H. G. Morgan, A. B. Floyd, J. J. McCaffrey, Phillip Geidel, Jr., Charles Herb, S. H. Smith, W. W. Beatty and Charles Kellner. Mr. L. S. McKalip was made president; Mr. J. J. McCaffrey, vice-president; Mr. H. L. Houck, secretary, and Mr. Robert Thorne,

treasurer. During the year 19,354 car-loads of grain, hay and feed were handled at Pittsburg, against 19,138 during the previous year, as reported by Superintendent O. C. Alexander. In his address President Floyd said: Pittsburg labors under a disadvantage, in not having an official custom of publicly weighing grain. The exchange succeeded in arranging with the railroads and the elevator companies to provide a plan by which grain can be weighed at a reasonable expense. This pleases the country shippers, and President Floyd predicts that it will add largely to the grain business of Pittsburg.

## NEW ENGLAND.

J. C. Dunnell is building a grain storehouse near Northfield, Mass.

Crops in the New England states are suffering from a protracted drought.

The Eastern Grain Co. has completed its new elevator at Bridgewater, Mass.

Arthur B. Bacon has purchased the grain business of H. P. Howland of Spencer, Mass.

The Board of Trade of Portland, Me., has appointed a committee to look into the matter of establishing grain inspection.

C. H. Cameron & Co. have established themselves in the grain and stock commission business at Boston, Mass., with private wires to Ware & Leland, of Chicago.

Edward P. Merrill, Portland, Me.: There are few complaints about shipments because the eastern dealer sees to it that the western man who is a prompt and careful shipper gets the business. Mill feed struts around in price. The grist mill is busy grinding corn and oats to take its place. The farmer a short time ago could not sell hay at any price; now he does not really know whether he wants to part with it. Stocks are light; the fields are parched.

## WISCONSIN.

Henry Bartman's grain and hay warehouse at Appleton, Wis., was damaged \$100 by fire June 13.

## SOUTHEAST.

The Steel Elevator & Storage Co. has been incorporated at Atlanta, Ga., with \$50,000 capital.

Morris L. Satterwhite has been re-appointed chief grain inspector of the Louisville Board of Trade.

Wilson, Rogers & Co., dealers in grain and hay at Washington, D. C., have dissolved partnership.

Plans have been completed for the elevator which George W. Brooke will erect at West Nashville, Tenn.

J. F. Wharton, of Keene, Ky., writes: Cogar & Davis, of Danville, Ky., have made extensive improvements in their elevator at Nicholasville, Ky., making it very convenient for handling grain.

The June report of the Department of Agriculture gives a reduction of 8 per cent in the area of cotton planted, compared with last year. Not only was the acreage originally planted less than that of last year, but there has been some plowing up of land on which the seed, of the generally poor quality, of which there are hundreds of complaints, had failed to germinate. The

indicated decrease in the principal states is: North Carolina and Tennessee, 11 per cent; South Carolina and Alabama, 7; Georgia and Louisiana, 10; Mississippi, 2.

The acreage of rice is reported in the June report of the Department of Agriculture to have increased 7 per cent in Louisiana, and considerably in other states where the crop is of any importance, except Alabama and Mississippi.

#### MICHIGAN.

A. Bigger has bought the elevator of H. Streeter at Jedd, Mich.

George Young has bought an interest in the elevator and grain business of A. Frutchy at Gagetown, Mich.

D. S. Allan, Port Huron, Mich.: Wheat reports from nearly all sections of this state are certainly very discouraging.

At Drayton Plains, Mich., the elevator and warehouse of Richmond & Seeley and warehouse of J. R. Welsh were burned. Loss, \$3,000.

#### INDIANA.

W. C. Babcock, of Rensselaer, was in Chicago recently.

H. A. Gaddis, of Modoc, Ind., is remodeling his elevator.

Leonard & Sharp, of Liberty, Ind., have their new elevator nearly finished.

John Yoar's elevator at Amboy, Ind., was totally destroyed by fire June 21.

A new elevator is being built along the Nickel Plate tracks at New Haven, Ind. J. Y. Stimmel of Payne, O., will be the manager.

E. H. Wolcott, Wolcott, Ind.: We have gained over 20 members since the Lafayette meeting and if all work like some are, we will soon reach the mark I have set—100.

A meeting of the Western Indiana Division of the Grain Dealers' National Association will be held at Lafayette, Ind., Tuesday, June 27. All regular dealers will be welcome.

Mike Duffy's elevator at Swanington, Ind., burned to the ground June 12. The loss is about \$5,000, with \$2,800 insurance. About 2,000 bushels of grain were destroyed. The fire is thought to be the work of an incendiary.

The elevator at Perrysville, Ind., belonging to D. C. Gregg of Danville, Ill., containing 6,000 bushels of corn, was entirely destroyed by fire, June 11. The fire is supposed to have started from a spark from a passing locomotive.

Arthur Burrell and Vance Stevens of Wabash, Ind., have leased an elevator at Carthage for the season. Mr. Burrell states that he never saw better prospects for an abundant yield of wheat than at the present time in Southwestern Indiana.

The Chicago & Erie railway's elevator at Germany station, Ind., was totally destroyed by fire June 20. At the time of the fire the elevator contained 1,200 bushels of wheat, 1,500 bushels of corn and 1,000 bushels of oats. The entire loss is placed at \$10,000.

The Lake Shore elevator at Rolling Prairie was totally destroyed by fire June 7, with all its contents. The origin of the fire is unknown, though it is believed to have been due to spontaneous combustion in the top of the elevator. The loss on the structure is \$4,000 and on the contents \$1,600. At the time of the fire the elevator contained 4,000 bushels of corn and 300 bushels of wheat, which was owned by

J. B. Rupel & Co., of La Porte, and John Wanbaugh, of Rolling Prairie.

#### CANADA.

An elevator is to be built at Darlingford, Man., by local parties.

Bids for the erection of an elevator are being received by James Johnson, Minto, Man.

The Southeastern Railway is to be completed to Rainy River by the time snow flies.

George Elliott of Manitou has purchased the grain business at Darlingford, Man., of S. A. McGaw.

T. G. Pearce, of Fort Saskatchewan, Alberta, Canada, is receiving bids for the construction of an elevator and mill.

James M. Squires' grain elevator at Wellington, Ont., was burned to the ground in June. The pea house was saved.

The town of Meaford, Ont., proposes to give a bonus of \$25,000 to the Botsford-Jenks Co., of Port Huron, Mich., for erecting a 1,000,000-bushel elevator.

A delegation of grain dealers and millers of Ontario and Montreal waited on the government at Ottawa to protest against the proposed changes instituting inspection at Winnipeg. Among those present were O. E. Kemp, president of the Toronto Board of Trade; C. B. Watts, secretary of the Dominion Millers' Association.

Prof. James Robertson, of Ottawa, commissioner of agriculture, in his address at Brandon, Man., June 8, showed that the greatest yield and best quality is obtained not by securing some new variety, nor by changing seed, but by the selection, year after year, of the best grain from the best yielding portion of the farmer's crop.

The Manitoba crop bulletin issued June 12 reports an increase in the area of grain. The wheat area is estimated at 1,629,995 acres, barley, 575,000, and oats, 182,000. Seeding was later than usual, farmers continuing to sow wheat up to June 1. The quantity of moisture in the soil insures continued growth. The latter part of May and June have been exceedingly favorable to vegetation; the growth has been marvelous.

#### NORTHWEST.

At Montrose, S. D., two elevators will be built by Ellis Bros. and Messrs. Swenson.

H. J. Sheffield of Kaysville, Utah, is building a grain warehouse of brick 24x60 feet.

The Farmers Elevator at Colman, S. D., has been purchased by the Lake Preston Milling Co.

The Hunting Elevator Co. is unloading stone for the foundation of the new elevator at Menno, S. D.

Wilson & Cook, of Gardner, N. D., are erecting a 30,000-bushel elevator on the Great Northern at that point.

The St. Anthony & Dakota Elevator Co. contemplates installing a flour mill in its elevator at Emerado, N. D.

Dewald & Walter have purchased the elevator and flat house of the Great Western Elevator Co. at Menno, S. D.

Davis & Wimple's application for an elevator site at Sioux Falls, S. D., has been acted upon favorably by the railroad commissioners.

The Heising Elevator Co., of Minneapolis, Minn., is building an annex of 30,000 bushels capacity to its elevator at Bottineau, N. D.

The South Dakota crop bulletin for the week ending June 19 says: The weather conditions, on the whole, were highly favorable for the growth and healthy progress of wheat, oats, barley, rye, flax, grass and vegetables, and the very flattering prospects for wheat, oats, spring rye and hay existing last week have increased. A great many report that the condition and promise of wheat, oats, barley and spring rye is the best that it has been for many years. Winter rye is heading generally in southeastern countries, but there is considerable report of the stand being thinner than desired. Flax has made good progress generally. The early sown has made good growth and the late sown is coming well.

#### PACIFIC COAST.

A warehouse is being erected at Oxford, Cal., by the Southern Mill & Warehouse Co.

The Brokaw Bros. Co., incorporated, has succeeded W. C. Brokaw & Co., grain dealers at Tacoma, Wash.

E. W. McComas, grain dealer of Pendleton, Ore., states that Umatilla county farmers are holding a large quantity of wheat for the price of 50 cents a bushel, which has been almost reached twice during the season.

The first car of new crop barley arrived at San Francisco June 1. Though bright in color the weight was light. P. Fabian & Co., of Bethany, shipped the car to M. Blum & Co., who sold it by auction for \$1.05 1/4 per cental to the Deming-Palmer Milling Co.

#### KANSAS.

Palmquist Bros., of Lindsborg, are the architects of V. G. Nelson's new elevator at Falun, Kan.

The H. L. Strong Grain Co., of Coffeyville, Kan., has purchased the Kansas City branch of Davis & Co., of Fort Scott.

M. Worthy, Wetmore, Kan.: We have no corn to move here any more. Feeders buy it all at bigger prices than we can afford to pay.

Chief Grain Inspector McKenzie's monthly report for May shows a deficit of \$1,091, which, however, will be made up when the new crop begins to move.

Fire June 21 destroyed the property of the Wichita Mill & Elevator Co., Wichita, Kan., including 10,000 bushels of wheat in the elevator. Loss, \$35,000; partly insured.

M. E. & I. S. Yeoman, grain dealers and general merchants at Atwood, Kan., have turned over their elevator and merchandise to an assignee, John M. Burton, to satisfy an indebtedness of \$14,000.

#### SOUTHWEST.

W. E. Smith of Medford, Okla., will build an elevator.

Improvements will be made at the elevator of the Guthrie Grain Co., Newkirk, Okla.

Extensions of their lines to meet at South McAllister, I. T., will be built by the Missouri Pacific and Texas Pacific from Fort Gibson and Denison.

In Arkansas the area of cotton has been reduced 10 per cent, in Indian Territory 4 and Oklahoma 15, compared with last year, as reported in the June circular of the Department of Agriculture.

## TEXAS.

If you buy a grain business or a new machine let us know of it.

The B. S. Constant Co., of Bloomington, Ill., is making plans for an elevator to be built at Rockwell, Tex., for Smith & Baker.

Secretary Crenshaw, of the Texas Grain Dealers' Association, now has his office in Room 20, Dundee block, Fort Worth, Tex.

The first car of oats of this year's crop received at Hillsboro, Tex., was shipped June 9 to Galveston. The weight was 29 pounds to the bushel.

The Sleeper Grain Co. has been incorporated at Waxahachie, Tex. Capital stock, \$100,000; incorporators, T. M. Sleeper, R. K. Erwin and Eugene Early.

The Guinan-Lastinger Co., of Waco, Tex., has forfeited its membership in the Texas Grain Dealers' Association by refusing to arbitrate a claim held against it.

S. S. Walker & Sons of Grosbeck, Tex., dealers in lumber, write: We see the necessity of a grain dealer at this port and have decided to engage in the business permanently.

P. R. Key, of Brandon, Tex., and C. L. Martin, of Itasca, Tex., have failed or refused to respond to a request to submit to arbitration claims held against them by members of the Texas Grain Dealers' Association.

Correcting a paragraph in our last number, E. L. Owens, general agent at Dallas, Tex., for Hall & Robinson, exporters, writes that his firm contemplates exporting Texas oats should the new crop be unstained.

At the recent meeting of the Texas Millers' Association a resolution was adopted requesting the state railroad commission to raise the minimum weight of a carload of grain products from 20,000 to 24,000 pounds.

Iowa Park Lumber & Grain Co., Iowa Park, Tex., writes: We are now engaged in adding a storage warehouse to our plant at this point, 30x50 feet in size, and will install a 20-h. p. gasoline engine instead of the steam plant formerly used.

The increase of grain growing in a section of the country formerly devoted exclusively to cotton is evidenced by the shipment of a trainload of 50 cars of binder twine from the Parlin & Orendorff Co., Galveston, to dealers in the interior of Texas.

C. McD. Robinson, chief grain inspector of Galveston, Tex., was in Chicago recently. Mr. Robinson said the wheat crop of Oklahoma, Indian Territory and Texas promised to be as large as last year, and that the quality would be much better than in 1898.

The June report of the Division of Statistics, United States Department of Agriculture, gives a decrease of 9 per cent. in acreage devoted to cotton in Texas. The condition was 90. The decrease in cotton acreage is, of course, offset by an increase in the acreage devoted to corn, wheat and oats.

The Texas Grain Dealers' Association is wearing another long feather in its cap and members are happy. Through the efforts of its transportation committee, the Cotton Belt, the M. K. & T. and the G. C. & S. F. railroads have agreed to rebate to a 15 cent rate all export shipments made at a higher rate, during the McCormick injunction. Members who were forced by time contracts

to make shipments at the high rates in effect during that period should make claim for the overcharge.

The mutilated door of the safe in the office of P. T. Andrews & Co., grain merchants of Fort Worth, in addition to ample evidence of an after dark visit by midnight marauders, bears the following rather ironical sign: "Gents, This Safe Was Blown Last Night. Is not Locked. Open and Help Yourselves to Cash Contents, but Don't Blow About It."

Iowa Park Lumber & Grain Co., Iowa Park, Tex., June 20: Harvest is well under way here, being somewhat late, owing to the unusual season. Wheat will not average over 50 per cent of an average crop. Oats are about normal. Corn prospects are fine, but acreage is small, and crop will not more than meet local requirements. Acreage in wheat and oats is about the same.

E. H. Crenshaw, secretary of the Texas Grain Dealers' Association, writing from Fort Worth, June 14, says: "Our crops are turning out better than we expected and the grades are proving satisfactory. Wheat has commenced to move to Galveston for export and we expect the movement to become liberal within the next ten days. Our oats will be much better in grade than last season and corn promises favorable so far."

Arbuckle Bros. elevator of Dallas, Tex., stores, cleans, clips, dries and sacks for others. Storage charges on all grain 1 cent for the first 30 days. For each additional 30 days the charge is  $\frac{1}{4}$  cent on wheat and  $\frac{1}{2}$  cent on oats. Cleaning is  $\frac{1}{2}$  cent, clipping 1 cent and drying  $\frac{1}{2}$  to  $\frac{3}{4}$  cents. Sacking in owner's sacks costs  $\frac{1}{2}$  cent per bushel. Four pounds to the 1,000 are allowed for shrinkage. No charge is made for unloading. For clipping or cleaning cars in transit the charge is 1 cent. All railroads have tracks to the elevator, which is managed by Seth Miller.

President H. Landa, of the Texas Millers' Association, in his opening address at the recent meeting of that Association in Fort Worth, among other things said that "the bringing together of the grain dealers of Texas and the millers of the state was an accomplishment of which he felt proud. The grain men now understood the mill men, and vice versa. He maintained that heretofore after every season there had been some friction between the two interests which he felt now would be obviated since the promulgation of the rules by the millers, which were agreed to by the grain men in Fort Worth some weeks ago.

The public weigher law enacted by the last legislature is causing much dissatisfaction among the grain buyers of Texas. An attorney read an opinion at the Fort Worth meeting of the Texas Millers' Association, June 9, in which he said that he thought that millers as purchasers cannot employ anyone to weigh grain for them other than a public weigher, and that were the millers to employ one for such purposes they would lay themselves liable to the penalties of the law. He was also of the opinion that where the owner is present himself weighing the grain it is allowed by the law, and he thought it would not be violated even if the employes about the mill assisted in weighing it. The attorney was of the further opinion that at least as far as grain is concerned that although the owner is not present, yet if he had requested a person to weigh

the grain when the miller purchases it and he did it, without any charge, this would not be in violation of the law, but he contended that this question is not free from difficulties and the courts might hold otherwise.

E. R. Kolp, of Iowa Park, Tex., writes: With reference to the failure of our association to designate who are "regular" grain dealers, we believe that our secretary is right on this line and will render valuable assistance to members troubled by scoop-shovel dealers. Complications in our territory have been settled out of court and we believe a reasonably prosperous year is before us. The progressive members of the Texas Association have to thank the secretary of the National Association for valuable assistance on this line, and while the efforts so far have borne no fruit, we believe the day will come when all members will fall into line.

In speaking of "Respect for Territory" at the meeting of the Texas Millers' Association, H. G. Stinnett, manager of the Diamond Mill Co., Sherman, Tex., said: "It would be nothing more than common courtesy, before making bids on wheat where there is a mill located to first call up the mill and ascertain what prices they are paying and whether they have more wheat than they will be able to handle. Often the mill will be willing to ship you the wheat and if they do there is less chance of getting the market excited, and if they do not care to do so, 1 cent over the mill price will get you the wheat and be satisfactory to them. The grain buyer should be held down the same as the broker."

## Meeting of Executive Committee.

Secretary E. H. Crenshaw informs us that the Executive Committee of the Texas Grain Dealers' Association held a meeting at Fort Worth, June 10, and adopted the following resolutions:

Resolved, That non-members be required to deposit \$10 with the secretary when applying for arbitration, to cover expenses in case of a decision against them.

It was moved and carried that President Harrison and such other member of the Association as he may select go to Austin to appear before the commission on June 21, to represent the Association on the export rate to be considered on that date.

The following resolution was adopted: Resolved, That members when asking non-members to arbitrate questions of difference furnish such non-member with a copy of our constitution to show the method of arbitration as adopted by our Association.

A motion prevailed that the secretary request the telephone company to furnish our members with coupon books in amounts of \$50 instead of \$150.

A number of new members were admitted.

It was decided that the office of the secretary should be kept and maintained separate and apart from that of the treasurer.

The public weigher bill was discussed by different members. President Harrison, as an individual, said the bill was manifestly unjust, and gave his opposition to it in the following reasons:

1. It is a reflection and an unjust insinuation on the honesty and integrity of every individual weighing the commodities named in the law.

2. It is a needless and useless expense

on the producer, who has seldom been taxed heretofore, for the weighing of any of these commodities except cotton.

3. It prohibits the rights of private contract for the reason that it denies the producer the right to control the weighing of his own produce by any sort of agreement with the man to whom he sells.

4. It confiscates all investments in scales owned by millers, grain dealers and merchants throughout the state.

5. It creates a monopoly and delegates to one man a dangerous power from which there is no appeal, giving him an income, in favored precincts, equal to or in excess of the salary of the congressman from his district.

6. It takes the weighing out of the hands of experienced men, and places it in the hands of inexperienced deputies, as the law forbids the appointment of anyone connected with the business.

7. It so complicates and impedes the business that, in our opinion, it would never have become a law had it been first submitted to the producers and buyers.

#### NEBRASKA.

Blythe & Schenberger, of Blue Springs, Neb., shipped 30,000 bushels of corn during May, over the Burlington.

The Central Granaries Co., of Lincoln, recently bought 250,000 bushels of corn of H. A. Greenwood, through Agent F. A. Howard at Wymore, Neb.

William G. Ealer, of Inland, Neb., has sold out his business to J. M. Sewell & Co., who have torn down his elevator, adding parts of it to the one they have at that place.

George H. Warren, of Grafton, has left there, owing to financial difficulties. It is said that he tried to square up the best he could. His elevator is now handled by O'Brien & Son.

A tornado at Herman, Neb., June 13, demolished the elevators of the Peavey Elevator Co. and the Crowell Lumber & Grain Co., each of whom suffered \$2,000 loss. The grain remaining was shipped out.

The Omaha Elevator Co.'s plant at Osceola, Neb., caught fire June 9. The flames were apparently extinguished, but after the firemen retired broke out again and destroyed both building and contents.

Wright & Spahr, of Fairmont, are making considerable improvements on their property. They state that they will put in six weeks' or two months' work overhauling their elevator and putting in new machinery.

Although not known heretofore by every one connected with the grain trade of the central West, A. H. Bewsher, the genial secretary of the Nebraska Grain Dealers' Association, is a married man, and has been for several years.

A Nebraska crop report of June 20 states that corn is backward and small, but the stand is good and the crop healthy. The second cultivation is well advanced. In the region of heaviest rainfall the fields are somewhat weedy. Wheat and oats are heading out and rye is beginning to ripen.

J. J. Melick, of Neligh, Neb., writes: Melick & Payne of Elgin will build a 20,000-bushel elevator at once. We had a fire there June 2 which completely destroyed our elevator. Loss, \$12,000; insurance, \$7,000. Loss, on elevator, \$7,000; on grain, \$5,000. Our intentions

are to have all the latest improvements and a 25-h. p. gasoline engine.

G. H. Conant, the Omaha representative of McReynolds & Co., after a short trip in Nebraska, writes under date of June 17 as follows: "Crops are looking fine, especially corn, which is well started and very clean. It has all been plowed once, and some have started over it the second time. Everything points to a large crop of corn, although the increased acreage is not as large as first supposed. Oats are in good condition, with the exception of being quite weedy. The condition of wheat is so varied that it is almost impossible to give any correct idea regarding it."

#### IOWA.

H. C. Pearl, Adaza, Ia., is building a 10,000-bushel elevator.

W. J. Leake has purchased a grain elevator at Manning, Ia.

J. H. Hulbert of Fontanelle, Iowa, was in Chicago recently.

Treble & Stoner will buy grain at the O'Neill Elevator, Woden, Ia.

The C. B. & Q. is to be extended from Oskaloosa, Ia., west 15 miles.

M. E. Blazer is installing a 5-h. p. gasoline engine in his elevator at Churdan, Ia.

A road connecting with the Iowa Central at Elrick is to be built from Burlington.

Work on B. R. Patterson's new elevator at Mitchellville, Ia., will be commenced soon.

H. B. Hidy has purchased and will convert the canning factory at Belle Plaine, Ia., into a grain warehouse.

Mr. Flake, of Lynnyville, has purchased the elevator, lumber and coal business of O. J. Turner at Turner, Ia.

A. R. Mead, Linden, Ia.; June 15: Oats are growing rank and falling. Corn looking very poor for June 15, lots of it not plowed over yet.

Hennings & Hegge of Ogden are building a 20,000-bushel elevator at Beaver, Ia., for which C. C. Elliott, of Ogden, has the contract.

Volney Nagle of Milton and A. F. Holder of Cantril have purchased the grain and lumber business of M. F. Broadwell at Cantril, Ia.

Friction in the top of Mason & Sullivan's elevator at Mason City, Ia., started a fire recently, which, however, was promptly extinguished.

O. O. Tolerton, of the Sioux City, Ia., Commercial Association, says a Chicago friend, will build an elevator at Sioux City, if favorable freight rates can be had.

The McFarlin Grain Co., of Des Moines, Ia., is considering the advisability of building a large elevator at Des Moines, to handle grain from its country lines.

Contracts have been let for the construction of the Iowa, Minnesota & Northwestern, 166 miles in length, between Blue Earth, Minn., and Belle Plaine, Ia. W. E. Brice of Mason City, Ia., is president.

The Des Moines Elevator Co., Des Moines, Ia., says it expects to build three or four country elevators on the C. R. I. & P. R. R. The contracts have not been let, nor have the plans been fully decided upon.

J. R. Sage, director of the Iowa state crop service, in his bulletin of June 20, states that fair progress has been made in cultivating the corn. The condition of corn is very uneven and the output

uncertain. Previous advices as to the rank growth of spring wheat, oats and barley and the danger of loss by lodging are confirmed.

A. R. Mead, of Linden, Ia., states that Pease Bros., of Des Moines, have purchased the elevators of William Kearney at Farlin, Ia., and Adaza, Ia. They will increase the capacity of both elevators by 20,000 bushels by adding an oats bin to each house at once. The properties are good, having been built last season, and are equipped with gasoline engines. Mr. Newton, of Des Moines, will have the management. Pease Bros. have also begun work on a 20,000-bushel cribbed elevator at Rands, Ia.

#### MINNESOTA.

A 75,000-bushel elevator will be erected at Winnebago, Minn., by the Parker-Leland Mill Co.

Lightning ignited the elevator of Tom McMichael at Canton, Minn. The plant burned to the ground.

Readers will confer a favor by sending us reports of new elevators, new firms and business changes.

W. S. Tredway has succeeded C. S. Tredway as manager of the Exchange Elevator Co.'s house at Hutchinson, Minn.

E. S. Woodworth & Co., of Minneapolis, are erecting five elevators of 20,000 bushels capacity each at stations on the "Soo" line.

Former employes of Colonel J. G. McGraw, until recently weighmaster at Duluth, have presented him with a gold-headed cane.

A. H. Smith, of the Northwestern Elevator Co., Duluth, has been appointed a member of the new Minnesota board of appeals.

The Poehler Grain Co., of Minneapolis, will build eight elevators of a capacity of 25,000 bushels each, on the Minneapolis & St. Louis Railway.

The regular dealers of Minnesota have commenced to think about organizing. They long for some of the benefits secured by the dealers of other states.

The Interstate Elevator Co., of Winona, Minn., will build seven or eight elevators on the new railroad between Burt and Sanborn, a distance of 93 miles.

The Hall Elevator Co. has been incorporated at Duluth with \$25,000 capital stock, by Hervey D. Hall of Superior, William J. McCabe and James W. Sheridan of Duluth.

The Nansen Grain Co. has been incorporated to deal in grain. Capital stock, \$50,000; incorporators, Hans Braum of Maynard, Peter A. Retrum of Dawson, and Syver Christopherson of Dawson.

The Monarch Elevator Co.'s plant at Graceville, Minn., will be taken down and rebuilt, with 30,000 bushels capacity. A gasoline engine will be put in. Thomas Horner is local agent for the company.

C. S. Tredway, of Hutchinson, Minn., has been appointed superintendent of the elevator lines of the Exchange Grain Co., and the Poehler Elevator Co., on the Great Northern, "Soo" and Northern Pacific roads.

In the southeastern counties, from the 11th to 14th, the rains were in many places heavier than they have been known for twenty years, with great damage resulting to crops. The small grains on the uplands continue in splendid condition, but there are fears of lodging in many sections. Winter wheat

and early barley are heading. Corn is backward and very weedy, and a great many fields have not yet been cultivated.—Market Record, Minneapolis, June 22.

The St. Paul & Kansas City Grain Co., of Minneapolis, has purchased a line of 20 flat houses on the Chicago Great Western for \$25,000, from J. U. Miner of Minneapolis, who is retiring from the grain business to engage in gold mining in California. The company will make a number of improvements.

The Western Grain Co. has been incorporated at Winona, Minn., to operate lines of country elevators. Capital stock, \$100,000 paid up, \$200,000 authorized; incorporators, E. D. Dyar of Winona, president; G. W. Dulaney of Hannibal, Mo., vice-president; and Frank Horton of Winona, secretary and treasurer. W. H. Stanchfield will be head bookkeeper. The company has purchased a line of 26 elevators on the Illinois Central Railroad in Iowa, centering around Cherokee, and formerly operated by the Chicago-O'Neill Grain Co. The company will confine its operations to the Illinois Central, along which road it will build several additional elevators.

The Minnesota Elevator Co. has been incorporated under the laws of West Virginia with \$100,000 paid up and \$250,000 authorized capital, and headquarters at Winona, Minn. Incorporators, William B. Parsons, Dodge Center, Minn.; Herbert C. Garvin, Winona; W. H. Bartlett, Chicago; F. P. Frazier, Chicago; H. H. Peters, Chicago. Mr. Parsons will be manager. The company has acquired 20 elevators owned by Mr. Parsons and leased to G. W. Van Dusen & Co., which lease expires July 1. The elevators are on the Northwestern Railway in Minnesota and South Dakota, and their number will be considerably increased by the erection of several new houses.

#### MISSOURI.

The new elevator of Lang & Burger at Kahoka, Mo., is being pushed to completion.

Corn throwing has been officially prohibited by the floor committee of the Kansas City Board of Trade.

Wynne Ferguson, of the Ferguson Grain Co., St. Louis, recently underwent an operation for appendicitis.

John Chisholm, of the Central Granaries Co., St. Louis, Mo., was married recently to Miss Myrtle Baird.

The grain committee of the St. Louis Merchants' Exchange is considering an adjustment of the grade of No. 2 red wheat to correspond in value with the No. 2 wheat of Illinois.

Heart failure caused the death, June 16, of Barron S. Barnes, a wealthy grain speculator of St. Louis. Soon after the Leiter excitement, during which Mr. Barnes made \$250,000 in a single day, his health began to fail. He died in Denver, where he had gone in hope of benefiting his health.

The Missouri state crop report of June 19 places the condition of wheat at 57. The plant has seemed to possess little vitality. Conditions have been unfavorable for the seeding of corn. Continued rains retarded the work so that only 81 per cent was planted June 1. The condition for the state is placed at 79. The plant is making a good growth, and with a few weeks of favorable weather improved conditions may be expected.

#### ILLINOIS.

Grain trade news items are always welcome.

Beggs & Linn have their new elevator at Kenney, Ill., well under way.

Harry Benson will run the elevator for Porch & Adams at Cabery, Ill.

Q. A. Means & Co. will build an addition to their elevator at Anchor, Ill.

Lageschulte Bros. are building a boiler room addition to their elevator at Barrington, Ill.

C. A. Gilfillen, for several years a grain dealer at Princeton, Ill., has made an assignment.

E. F. Jones, of Sheldon, Ill., has purchased the Sumner Elevator at Milford, Ill., for about \$10,000.

Walker & Co. are enlarging their elevator at Moweaqua, Ill., with two bins of 1,000 bushels capacity.

Mammen & Huxtable, of Benson, Ill., have purchased for \$4,000 F. S. Horne-man's elevator at Minonk, Ill.

If you take a partner in business or for life let us know of it. We want all grain trade news, all the time.

The Cleveland Grain Co., of Chicago, has certified to an increase in its capital stock from \$124,000 to \$250,000.

The Broomcorn Brokers' Association of Central Illinois made an excursion recently from Tuscola to Cincinnati.

The Chicago Railway Terminal Elevator Co. will improve the river at the Union Elevator to provide a turning place.

Charles Burkett has bought the interest of George Depuy in the grain business and elevator of Crawford & Depuy at Dixon, Ill.

Bucholz & Spellmeyer's new elevator at Melvin, Ill., is to be 36x54 feet and 40 feet high, with a capacity for 35,000 bushels of corn.

A. R. Marshall, of Champaign, and Charles E. Richmond, of Mattoon, contemplate engaging in the grain commission business at Arcola, Ill.

C. G. Watkins, of Cleveland, representing the Cleveland Grain Co., has purchased of H. E. Rea & Co. their elevator property at Tuscola, Ill.

Fraser & DeForrest, of Oneida, Ill., took in a great deal of corn at their elevator during June. One day the receipts were 195 loads of shelled corn.

C. S. Six, grain dealer of Chambersburg, Ill., passed through Chicago recently on his way to Brookings, S. Dak., where he may trade for a stock farm.

We have received the official circular of S. H. Stevens, flaxseed inspector of the Chicago Board of Trade, explaining the new percentage method of grading flaxseed.

The J. G. Hermann Elevator & Warehouse Co. has been incorporated at Ashmore, Ill., with \$5,000 capital stock, by John G. Hermann, Charles Bercht, and Henry Hermann.

The grain elevator and mill of Martin, Dallmier & Ross at Newton, Ill., was burned June 13. Loss, \$10,000; insurance, \$2,500. The firm will at once rebuild the elevator and later put in a roller mill.

Kirkpatrick, Lackland & Co. have succeeded W. A. Haynes of Chicago in the grain business at Chenoa, Ill. The new firm is composed of E. M. Kirkpatrick, L. E. Lackland and C. E. Bates.

Wheat fields of southern Illinois are infested with a new pest, declared by the Department of Agriculture to be the stalk borer (Gortyna Nitela). It is said the insect, which looks like a worm, enters the stalk near the first joint and

bore its way to the top. No remedy is known.

Julian Magill, an old-time grain dealer and at one time a director of the Chicago Board of Trade, died June 20 of heart failure. Mr. Magill was born in 1821 at Middletown, Conn., and went to Chicago in 1839.

A. H. Drake, West York, Ill.: We will have a fair crop of wheat. There has been considerable complaint in our section about fly, but I think we will have a fair crop, unless there is something to ruin it that is unseen at present.

Mr. and Mrs. Stephen G. Hooker, of Chicago, celebrated the 50th anniversary of their marriage June 12. Mr. Hooker became a member of the Board of Trade in 1860, and gained fame through his successful corner in lard.

George W. Mundie, of Earlville, has bought the elevator of Burnam & Quick at Rollo, Ill. Mr. Mundie will put up a telephone line between his elevators at Earlville and Rollo and station Mr. Braiman as buyer at Rollo for the present.

The new firm of Moore & Sprague which purchased the elevator of C. A. Burks at Bement, Ill., is composed of Chas. T. Moore and O. B. Sprague, both of whom have been identified with the grain business of Mr. Burks for some time past.

G. K. Sacket, of Ware & Leland, says their firm recently received an order from Roumania to buy wheat, which convinces him that the reports of the damage to the Russian and Roumanian wheat crops are true. He looks for better prices for wheat.

Aquila H. Pickering, from 1863 to 1882 a well-known and respected member of the Chicago Board of Trade, was killed by a locomotive June 20 at Swampscott, Mass. Mr. Pickering was a Quaker, and handled a straight shipping business, seldom indulging in speculation.

J. Carver Strong, advertising representative of the Grain Dealers Journal, was married in Chicago, Thursday, June 22, 1899, to Miss Sabie Amy Clark, daughter of E. W. Clark, publisher of the Wilton Advocate, Wilton, Iowa. May he and his bride enjoy a long life of happiness and contentment.

The Northwestern Railway has won its suit for the possession of the ground under the burned elevator of the Chicago Railway Terminal Elevator Co. The elevator company is awarded \$485,032. This will be followed by the building of a large elevator to take the place of the one burned and the two sold.

Edward Barr, the Chicago inspector, against whom charges were preferred by Chief Inspector Noble, was given a secret trial June 19 by the state railroad and warehouse commission. It is said he has been dismissed from the service. His offense was accepting a cargo of No. 4 yellow corn from the National Elevator on an order calling for No. 3 corn. In defense of Barr, Murry and Oliver Nelson, the elevator men testified that the corn was as represented.

#### MARYLAND.

Henry Lehman of Reid, Md., will build an elevator in connection with his mill.

Has the Maryland Grain Dealers' Association died for want of other worlds to conquer?

Baltimore received its first consignment of new wheat June 20. The wheat was shipped from Northumberland Co., Va., and was of excellent quality.

## OHIO.

F. H. Cowles is improving his elevator at White Sulphur, O.

William Rieker has retired from the grain business at Cincinnati.

David Kirk writes that no elevators are being built at Findlay, O.

Clark & Pence have completed their new elevator at New Paris, O.

W. B. Gramlich is building an elevator at Blanchard Station on the T. & O. C.

C. H. Ervin, Xenia, Green Co., O.: Wheat is three-fourths of a crop; quality good.

Kindly advise us of new elevators, new firms and business changes in your vicinity.

C. Rhonemus, Reeseville, O., will overhaul and improve the elevator at that point.

Charles Garner has retired from the firm of Moore & Garner, grain dealers at Cincinnati.

The elevator of W. J. Ochs at Kenton, O., has been equipped with a No. 4 Monitor Separator.

John McDonald, grain dealer at Washington C. H., O., has filed a petition in bankruptcy.

W. J. Ochs, Kenton, Hardin Co., O.: Wheat is 75 per cent of a crop. The quality will be good.

Percy R. Hynson will represent Churchill & Co. of Toledo, at Columbus, O., as grain broker.

In Madison County, O., the crop is ten days earlier than usual, the first wheat having been cut June 17.

R. A. Deeds, Lancaster, Fairfield Co., O.: Judging from recent reports wheat will be an average crop.

R. H. Watson, Old Fort, Seneca Co., O.: Wheat is two-thirds of a crop. One-half will be of good quality.

The regular dealers of Fairfield County have called a meeting for next week and will establish a local association.

Stewart & Cessna, West Mansfield, O., are building an elevator. Philip Smith, Sidney, O., is furnishing the machinery.

The Central Ohio Grain Dealers' Association will meet at the Niel House, Columbus, Thursday, July 6, at 1:30 p. m.

An elevator and mill are being built at Painesville, O., by George Morse. Power will be furnished by a gasoline engine.

I. F. Hansberger, Thornville, Perry Co., O.: Wheat is being cut. It is yielding three-fourths of a crop, of good quality.

The Findlay Brewing Co.'s plant at Toledo, O., was damaged \$6,000 by the collapse of a bin containing three carloads of barley.

McCord & Kelley, of Columbus, have completed arrangements to represent Reynolds Bros., of Toledo, in Central and Southern Ohio.

The elevator of Bennett, Thompson & Co., at Melvin, O., will be improved or torn down and rebuilt. Their local agent is J. W. Channel.

Four hundred men employed by the Fairport Warehouse & Elevator Co., at Fairport, O., struck June 12 for an increase of 5 cents per hour.

The Marion Milling & Grain Co., Marion, O., has placed an order with Philip Smith, Sidney, O., for machinery with which to improve its elevator.

The Hane & Leach Co., Green Camp, O., has placed an order with Philip Smith, Sidney, O., for the machinery for the new elevator at that place.

Ogden Edwards, Troy, Miami Co., O.: Wheat is of good quality; yield average. We have many good fields and very few poor ones. No wheat plowed up.

M. G. Spencer having purchased an interest in the Slauson Warehouse at Troy, O., the grain business will be continued by the Spencer & Slauson Grain Co.

H. S. Grimes, Portsmouth: In Scioto, Pike and Lawrence Counties wheat is not hurt as much as was reported. We will have two-thirds of a crop; quality good.

S. G. Chamberlain, East Liberty, O., writes: We have just finished remodeling our corn dump so we can handle wheat and oats with it just as we do corn.

Joseph Tarault of Antwerp has purchased the elevator of Z. H. Travis at Payne, O., and is adding an electric plant to light streets, dwellings and stores.

I. F. Hansberger, of Thornville, O., informs us that he stopped lending bags five years ago and has had no trouble. He has a store and sells sacks; the farmers buy them.

J. A. Kile, of Kileville, Madison Co., O., says: We had 1,000 bags at the close of the last season. Last week we counted and could find only 450. The honest farmers have the rest.

Ohio elevator men, who are paying exorbitant rates of insurance, will profit by writing to the Millers' National Insurance Co., of Chicago. It is a strong mutual company and insures for cost.

The H. N. Christy Co. has bought the business and warehouse of Joseph Good & Son, at Cincinnati, O. Henry J. Good, who composed the firm, will engage solely in the grain commission business.

S. G. Chamberlain, East Liberty, O.: We have the best prospects for a wheat crop that we have had for several years. Oats and timothy meadows look bad. Clover meadows were good and are nearly all cut.

H. H. Baer, Covington, O., June 19: Owing to the lack of rain and cool weather corn and oats are not very promising. Farmers will be disappointed in the wheat crop, as it will not make over a half crop. The fly is taking it. The hay crop will be short.

A Wayne County miller writes to J. F. Zahm & Co., of Toledo: There is not a field of wheat in our section that is entirely clear of weevil. We have not examined all of them, but have been in enough to allow us to conscientiously make the statement. What damage they will do we cannot predict at this time.

Ed McCue, Greenville, O.: The Grain Dealers Association of Western Ohio and Eastern Indiana will hold a general meeting at Dayton, O., Thursday, June 29. The arrangements are to get all the dealers possible together, whether they belong to an association or not. The Central Ohio Grain Dealers' Association will be with us.

J. W. McCord, Columbus, O.: Franklin, Madison and Fayette Counties are the banner wheat counties in Ohio this year. They will have 90 per cent of a crop. The damage from fly that was reported early in the season in Perry, Licking and Fairfield Counties proved to be exaggerated. They will have 80 per cent of a crop.

S. E. Johnston, Grove City, Franklin Co., O.: Wheat will be two-thirds of an average crop. The acreage was large and none was plowed up. Fields which

were fertilized will make a good crop. Fly has done some damage. Wheat was cut June 17, the earliest ever known. The corn acreage is an average; its stand is fair, some has been replanted.

E. A. Grubbs, Greenville, O., writes: Some sections will have a light crop and the dealer will have to get a fair profit, or make no money. Others more fortunate as to yield, should get together and not handle the crop for nothing. If some dealer in each county will write the other dealers, stating when and where there will be a meeting held he will be surprised at the interest taken. In order to assist dealers to get together we have prepared blanks for sending out the notices of meetings, which will be mailed to any dealer on request, or by application of three dealers together, with the names and addresses of those to be notified we will send notices out from here (free of charge), either giving names of parties calling the meeting, or leave their names off, as desired. We find some dealers hesitate about calling meetings, and take this plan to help them out.

## NEW JERSEY.

G. B. Harrison & Co., dealers in grain and flour at Montclair, N. J., have made an assignment.

Benj. Murphy, Chief of Police, Jersey City, N. J., writes: The Erie Hay Co. was composed of W. D. Perrine and his two nephews, a hay presser from Cranbury, N. J., where he is supposed to have a farm. He left here about six months ago and left a large number of notes go to protest. He also had a store in Newark, N. J. He is known to the trade as "Skin Perrine." You may be able to find out more about him by writing to Cranbury, N. J., where he is well known.

## CUBA IS FREE

And so are you free to trade in bucket-shop or with a responsible Board of Trade concern. Dealing in a bucket-shop sometimes proves very disastrous. They have a habit of quitting business



suddenly, and sometimes take customers' margins and profits with them. There are plenty of good responsible grain houses in all markets. Another bad feature about trading in bucket-shops is that the orders placed there have no effect upon the markets at all.—Zahm's Circular.

### MEETING OF NORTHERN IOWA GRAIN MEN.

The Northern Iowa Grain Men held their annual convention and outing at Clear Lake, Iowa, June 15th and 16th. The weather was all that could be desired, and those who attended report an excellent time.

Clear Lake is an ideal spot for this kind of a gathering and it was decided to meet at the same place next year.

A steamer, yacht and a number of small boats were at the disposal of those who wished to spend part of the time on the water. A great many of the dealers enjoyed themselves in this way.

The grain shippers in attendance held a formal meeting and discussed various business problems of interest. Much good is looked for as the result.

A vote of thanks was extended to the outgoing officers, Chas. Rippe, president, and C. Higinbotham, secretary, for the efficient manner in which they had performed their duties.

It was decided to elect three vice-presidents as well as a president and secretary for the ensuing year. The following are the newly elected officers: President, John Ellickson, Thompson, Ia.; first vice-president, Chas. Rippe, Forest City; second vice-president, S. J. Clausen, Clear Lake; third vice-president, J. R. Dalton, of Eschenburg & Dalton, Chicago; secretary, F. S. Livermore, Thompson.

#### CONVENTION NOTES.

South Dakota was represented by L. N. Loomis, of Alpina.

The "Reconcentrados" did not cause any trouble this year.

Will Howard, of Clear Lake, Ia., represented the Northwestern Fuel Co.

J. W. Stillwell and Mr. Heath represented the B. Uhrig Coal Co., of Milwaukee.

During the meeting a number of good speeches were listened to and thoroughly appreciated.

A. Beaver, Kankakee, Ill.; C. A. Whittaker, Kansas City, and Albert Rynders, St. Louis, Mo., were present.

Messrs. Clauson and Dalton who were on the Reception Committee met the trains and made an earnest effort to have the dealers enjoy themselves.

It is surprising how many good ball players can be selected from a meeting of grain dealers. The ball game was close and extremely exciting at times.

The following Minneapolis firms were represented: Brooks-Griffith Co., by P. M. Ingold; H. Poehler Co., by R. D. Haig, and T. M. McCord & Co., by H. D. McCord.

Several entertaining songs rendered by the Quartette, Messrs. Dalton, Ingold, McClintock and Wilson, were enjoyed and applauded by the assembled dealers.

The foot races resulted as follows: Ellickson won the "heavy weight" race, Mortenson the "medium weight" and Isaacs the "light weight." Substantial purses were given to the winners.

The following Milwaukee firms were represented: L. Bartlett & Son, by B. J. Ellsworth and W. B. Hatch; E. P. Bacon & Co., by H. M. Messer; Mohr-Holstein Grain Co., by J. B. Meigs; J. Buerger & Co., by Jno. Buerger.

The following railroad men were in attendance: Mr. Knapp, B., C., R. & N. Ry., Estherville; W. L. Bratt, C., M. &

St. P. Ry., Mason City; F. B. Barnes, C., M. & St. P. Ry., Minneapolis; Jas. Mahoney, Iowa Central Ry., Marshalltown, Ia.

The following Chicago firms were represented: Eschenburg & Dalton, by J. R. Dalton and J. E. McClintock; Gersenberg and Kroeschell, by F. S. Landers and H. M. Wilson; W. R. Mumford & Co., by W. A. Weatherwax; Milmine, Bodman & Co., by E. A. Armstrong; Brown Bros. & Ballinger, by W. A. Armstrong.

The mock trial caused much merriment. The president and third vice-president were charged with a heinous crime. They were given a jury trial and notwithstanding the strong arguments of Prosecuting Attorney Stillwell, they were honorably acquitted. This was a just verdict and pleased the spectators. Thanks are due to Senator Loomis who defended them so ably.

The following dealers were in attendance: Jas. Sullivan, Mason City, Ia.; H. Hahn, with D. H. Stuhr Grain Co., Davenport; Miles McGovern, Jackson Junction; M. J. Collins, Mason City; Fred McCord, Estherville; B. J. Dunn, Armstrong; S. J. Clauson, Clear Lake; H. C. Mortenson, Thompson; W. R. Bloom, Esq., Klemme; W. J. Neil, Forest City; John Neil, Forest City; W. R. Livermore, Thompson; Aug. Lau, Klemme; M. F. Callinan, Thornton, Ia.; J. Englebretson, Thornton; S. C. Gardner, Forest City; C. P. Jesson, Forest City; H. Beaver, Rockford; D. A. Mitchell, Manly; P. E. Phelps, Rockford; J. N. Johnson, Belmond; F. S. Livermore, Buffalo Center; Jno. Ellickson, Thompson; Chas. Rippe, Forest City; Geo. Isaacs, Forest City; J. R. Wheeler, Germania.

## GRAIN CARRIERS.

The canal commissioners met at Buffalo June 15 to consider improvements.

The wheat cargo of the steamer Glasgow, ashore near Midland, has been lightered.

The steamer John Smeaton, launched at West Superior, Wis., June 17, has a carrying capacity for 275,000 bushels of wheat.

The Canadian Government is asked to guarantee \$20,000,000 bonds for the construction of the Montreal, Ottawa and Georgian Bay Canal.

George L. Nicolson, general manager of the Chesapeake & Ohio Canal, says that when the Baltimore & Ohio Railroad gets the canal, the boating business will receive a great boom.

Eastbound rail shipments from Chicago for the week ending June 17 aggregated 60,241 tons of grain, flour and provisions, against 62,077 for the preceding week and 65,142 tons a year ago. Grain shipments were 38,689 tons. Rates are said to be well maintained.

The Union Pacific and Burlington are preparing a new schedule of rates on grain from the western country to the Mississippi River and Chicago. It is said Kansas rates will be considerably raised, while the Nebraska rates will be slightly reduced. Proportionate rates from Missouri River to Mississippi River points will be 7 cents to the Mississippi and 12 cents to Chicago on corn and 9 and 14 cents on wheat.

### EXPORT AND DOMESTIC RATES.

At the June 12 meeting of the Interstate Commerce Commission in Chicago Chairman Tucker of the Central Freight Association was the first witness called. He produced statistics showing that export and domestic grain rates had always been the same until Oct. 1, 1898, when a rate of 15 cents was put in on export oats, against a 20-cent rate on domestic shipments. On the general question as to the propriety of making lower rates on export grain than on domestic, Mr. Tucker said the roads considered such a plan necessary partly to lay the American wheat down in foreign markets at prices which would meet those on grain coming from any other foreign country and also to help the farmer to export the surplus crops of this country.

At the afternoon session G. J. Grammer, traffic manager of the Lake Shore road, admitted the discrimination in favor of export grain, but said the lines to the Atlantic ports were forced to make the rates in order to meet those made by the lines of the gulf. He declared that the export rates were lower than they should be, but still he did not think that they should arbitrarily be made the same as the domestic rates. He admitted, however, that the present domestic rates are fairly remunerative. In his opinion the millers of this country do not suffer any because lower rates are made on export grain.

On the second day an able defense of low export grain rates was made by Charles Counselman, who readily answered all questions put to him by the Commission. He said: In the first place we must find a market for our surplus grains. We meet the competition of all other countries in foreign cities. We obtain our offers daily from these foreign points, and the demand comes here because the export rates make it possible to underbid other competitors. Sometimes we cannot meet such competition because other countries have enjoyed advantages. Therefore, so long as we have a surplus of grain we must have a low export rate. It would be disastrous to this country if we should wait until Europe wanted our wheat, regardless of export rate. The vital thing is to keep our grain moving continually, and if we were not to offer low export rates to find foreign markets it would leave the grain on our hands, and it would be easy to see how all prices would be lowered.

B. A. Eckhart of Chicago, representing the milling interest, stated that the profits in the milling business have been steadily decreasing in the last ten years. He alleged that millers were at a disadvantage in purchasing wheat as compared with foreign millers, on account of the excessive export rates on flour.

A decision on the stamp tax to be paid on bucket-shop trades has been rendered by Commissioner Wilson of the Internal Revenue Bureau, who says: It is understood that in the case of a bucket-shop there is commonly only one manager or firm, who controls all the sales and purchases made at that particular place, and where this is the case no tax accrues on the sale of grain or other merchandise made thereat, except where a broker's contract or memorandum of sale is issued it must be stamped with a 10-cent stamp.

## MEETING OF SOUTHERN OHIO GRAIN DEALERS.

The ninth meeting of the Southern Ohio Grain Dealers' Association was held at Washington C. H., O., June 14th, 1899, with President Boden in the chair.

The minutes of the previous meeting were read and approved.

The secretary reported that he had gone to Jamestown as instructed, but had been unable to accomplish anything because the new grain man, Mr. Paulin, refused to join the association or attend its meetings.

Mr. Wickersham moved that the report be accepted. Carried.

The committee on securing the signatures to an agreement to quit loaning grain sacks to farmers reported as follows:

W. E. Cook, that he had secured signatures of all dealers on the B. & O. from Washington to Palestine, except McDowell at Bloomingburg, and that the dealers from Palestine to Derby had joined the Central Ohio Association, which has adopted a resolution not to loan sacks.

J. L. Ginn, that he had seen dealers at Jamestown and Xenia, but had not secured any signatures.

Mr. Early, who was assisting Mr. Perrill, that he had seen the dealers on the O. S. west of Port William, and all would sign the agreement; also that he had talked with the dealers at Spring Valley and Yellow Springs, who will also sign.

Mr. Perrill reported getting paper ready, but had not been able to do anything east of Bowersville, the dealers giving him no encouragement.

John McConn, that he had not secured any signatures, the dealers favoring loaning old sacks, but not buying any new ones.

L. Cleland, that he had seen the dealers east of Blanchester, who were also in favor of loaning old sacks, but of purchasing no new ones.

Mr. Ginn's paper on "The Sack Question" was then read. It was found to contain much good advice, and as he said, "The sack question is a live wire, and unfortunately the dealer has gotten hold of the hot end of it."

### The Sack Question.

The subject assigned is certainly an eminently practical one, while at the same time it is recognized by those seeking its solution, as an exceedingly difficult one.

The sack question has grown in importance with the dealer until it can no longer be disregarded. It is found less difficult to establish a custom than to correct an evil. People in commercial life, either because of competition or a desire to enlarge the scope or range of their business, are not infrequently inadvertently led to the adoption of customs not warranted by business principles. Inducements offered to prospective customers are fondly embraced by the latter and thus trade is diverted, even from natural channels, unless competitors adopt the same pernicious customs. Such methods are mischievous, first for the reason that they are wholly unnecessary; the dealer would handle the annual product of the country without furnishing a single sack, just as certainly as the cereal crop was harvested.

In the second place there is more or less friction and dissatisfaction among producers, arising from the fact that sacks cannot be furnished, often, just at the time they want them or in the number wanted.

In the third place, the custom is not only unsatisfactory to the dealer, but greatly exasperating and expensive as well. For instance, the farmer has discovered that when grain is threshed damp, one of the best ways to dry it out is to sack it. He goes to the dealer and gets the number of sacks required to hold his grain, puts it away, and the absorption of the dampness from within and without soon causes the

sack to mildew and finally rot. I have actually attempted to empty wheat kept by the farmer in my own sacks this way, when the bottom of the sack would literally fall out.

The privilege has been abused because of the eagerness of the dealer to control all the trade possible. The most important feature relative to the whole subject is the treatment it should receive. Physicians tell us that there are no specifics in disease, but there is certainly some way of eradicating the evil now under consideration.

Various remedies have suggested themselves to my mind, the most efficacious of which seems to me to be, first, the discontinuation of the present practice altogether and at once, and the purchasing of a sufficient number of sacks necessary to handle the trade, and sell them to the producers at two and one-half cents per sack less than original cost. The farmer would doubtless appreciate this, as it is natural for all men to embrace the opportunity to get anything needful at a reduced cost. Had I adopted the plan suggested, last year, on a thousand sacks I would have lost \$25, whereas I lost on my purchase \$70.

The matter of repair is also one of interest. Last season I paid to one lady alone \$8 for sack repairing.

Another remedy may be found in the grain dealer putting in a dump, which will allow him to have his wheat handled in wagons, without the use of sacks. If wagons are not sufficiently close to hold the wheat without wasting, I would suggest the procuring of tarpaulins to be thrown across the bed upon which the wheat can be thrown. I can keep track of a few tarpaulins, but not of 1,000 or 2,000 sacks.

This sack question reminds me of the man who picked up a live wire and wanted somebody to help him let go of it. The grain dealer has gotten hold of the wrong end of a live wire. The sack question is a live one, and unfortunately the dealer has gotten hold of the hot end of it.

While this paper may not discuss some phases of the subject that suggest themselves to your minds, I trust that it may bring the whole subject before you in such a way as to lead to an early, practical and satisfactory solution of what has proven one of the most perplexing problems to grain dealers throughout Southern Ohio.

This was followed by a lengthy discussion, which showed that nearly all were convinced that it is wrong to loan sacks, yet deemed it inadvisable to quit just now, principally because a few unconverted will not do so.

Among our visitors were Mr. Ervin of Xenia and Mr. Sterrett of Cedarville, and as Mr. Sterrett expressed a desire to become a member of the Association if Andrews Bros. would join, it was moved that Mr. Ginn and Mr. Calvert be appointed a committee to visit Cedarville and try to secure the applications of dealers there. Carried.

The following resolution was then introduced by the secretary, who moved its adoption:

Resolved, That this Association discontinue sending out prices.

After a lengthy discussion in which all took part, the question was put to a vote and declared lost.

It was moved by Mr. Early that Mr. Dewey be instructed to visit the Sabina, Reesville, Melvin and Wilmington dealers within the next ten days, and try to get them in line again on prices. Carried.

A motion to adjourn then prevailed.

L. W. DEWEY,  
Secretary and Treasurer.  
Blanchester, O.

In some of the western states farmers are considering the formation of what may be called combinations to materially pledge each to hold wheat in elevators. The farmers do not understand that if the elevator can sell the farmer's wheat and buy a future at about the same price, that his wheat will go on to the market and thus defeat the plan.—Toledo Market Report.

## PATENTS GRANTED

Frank Taylor, of Rochester, N. Y., has registered a design for a scale beam No. 30,987, (see cut).

Henry E. Koch, of Harrington, Neb., has been granted letters patent No. 626,705 on a grain separator.

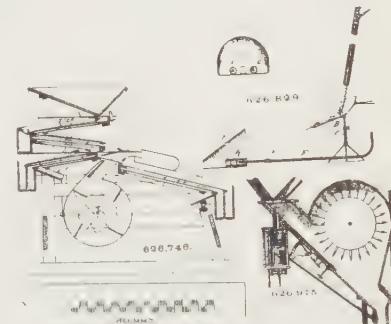
John H. Sturgeon, of Winslow, Ind., has been granted letters patent No. 626,818 on a grain separator.

Rudolf Commichau, of Magdeburg-Sudenburg, Germany, has been granted letters patent No. 626,409 on a spiral conveyor.

William H. Prinz, of Austin, Ill., has been granted letters patent No. 626,929 on an apparatus for drying malt, and assigned same to the Saladin Pneumatic Malting Construction Company, of Chicago, Ill.

John K. Miller and Otto Nilander, of Minneapolis, Minn., have been granted letters patent No. 627,080 on a pneumatic conveyor attachment for blast or suction pipes. Otto Nilander, assignor to John K. Miller.

Alfred Fitzroy, of New York, N. Y., has been granted letters patent No. 626,892 (see cut) on a mechanical trimmer. This consists principally of a portable hood open at both ends, a chute, a deflector arranged to deliver grain from the chute into the hood, and an air injector arranged to project a current of air upon the moving grain to force it through the discharge orifice.



Charles E. Bird, of Minneapolis, Minn., has been granted letters patent No. 626,746 (see cut) on a grain separator, and assigned same to Julius Rosholt, of Mayville, N. D. This is the combination of a suitable casing with a feed hopper delivery and discharge spouts, a fan for creating an air blast, and a shaking shoe of a pair of overlapping sieves of unequal length, and a flexible flap mounted to serve as a tailings extension for the upper or shorter sieve, and as a rider for the lower sieve.

Edward A. Crum, of Clarksville, Tenn., has been granted letters patent No. 626,975 (see cut) on a grain meter, and assigned two-thirds to James Lyle Glenn, Jr., and John Martin McDonnell, of same place. This meter is the combination of an inclined chute, a registering paddle wheel working in the middle portion of the chute having a series of radially projecting blades adapted to successively enter the chute under rotation of the wheel, a registering mechanism connected with the wheel whereby the amount of grain gravitating down the chute can be ascertained by cubic inches, determined by the area of opening bounded by the bottom and sides of the chute and the peripheral surface of the wheel, together with a

bottom piece in the chute confronting the peripheral portion thereof nearest the inclined chute bottom and adjustable toward and from the wheel to vary the area of the opening. A tester is used in connection with the meter. This comprises a receptacle for a charge of grain, has an inlet opening at the top and outlet at the bottom, weighing scales, and means for supporting the receptacle or tester to permit it to rest on the scale free.

#### SHIPPER WAS SHORT ON OATS.

A country shipper, who finds there has been a shortage in his shipment generally blames every one but himself, sometimes raises a big howl and demands from his commission man or the railroad the amount of his loss, without first looking to see if there was any possible chance for himself to be the one on whom the blame should fall. His

#### SELF-CLEANING ELEVATOR BOOT.

A self cleaning elevator boot in an elevator facilitates its operation and makes the work of cleaning a boot so easy that the operator no longer avoids it as an irksome task. The advantages of the self cleaning boot are self-evident. Very often on a busy day the country elevator man will receive a few loads of shelled corn, then some oats. After the corn is dumped and elevated some will remain in the bottom of the boot. If the same elevator is to be used for elevating other grain the corn must be removed to prevent mixing.

With the old style non-cleaning boot, it is quite a laborious task to keep it clean, and often the elevator and mill man neglects to clean it. Sometimes four to eight inches of grain are left in the dampest place in the building to spoil and be mixed with good grain of another kind.



Self-Cleaning Elevator Boot.

shortage generally occurs from one of the following causes: poor weighing facilities at his end of the line, accepting old cars not fit to transport grain or poor weighing facilities at terminals.

I was recently walking along the C. B. & Q. tracks on 15th street between Halsted and Morgan streets, Chicago, and my eye was attracted by a white streak beside the rail; this stood out with so much contrast against the black roadbed that I went over to that track to see what it was. It proved to be oats which had leaked out of a car, and as far as I could see along the track was this white line of oats. How much farther it extended out of my range of vision I cannot tell, neither can I tell the number of pounds shortage there was, nor the condition of the car when accepted by the shipper. That the shipment was very short is certain.

All that told me the story was the line of oats. The moral for the county shipper is to accept none but sound cars for loading and to see that they are well coopered before loading.

Crop reporters will have a rest now for a while. Probably a rest will do some of them good; in fact, some of them ought to be "arrested." Their reports are nothing more or less than guesses. Some of them have a faculty of changing conditions the country over from good to bad and from bad to good inside of a week. One prominent crop reporter wired this very valuable (?) information yesterday. "If nothing happens there will be a good crop of spring wheat." This reminds us of the story of the dog and the rabbit.—Zahm's Circular.

The cut presented herewith illustrates a self cleaning boot which is manufactured by Philip Smith, of Sidney, O. This boot is made of thoroughly seasoned oak with a sheet iron bottom. On the side of the boot is a small opening, with suitable means for closing and opening same. Through this aperture, the boot is cleaned automatically, thus making it very easy to change from one grain to another without mixing them. These boots are not susceptible to water or dampness and being self-cleaning require very little attention. The pulley used in this boot has a wrought iron rim, is extremely light and does not heat.

#### SHUCKS.

A Southern Iowa grain dealer who exchanged his dump, cribs and good will for a small farm answered an ad of "How to Raise Corn; Easy and Sure, price \$1." The reply was "take hold of the stalks and pull up."

"Here's a picture called 'Millet,'" she was saying, as they gazed open mouthed at "L'Angelus," "that's what it says at the bottom. Millet's a kind of grain. See 'em lookin' at the ground? I guess they're just picking up the seed."

Mr. Long: Jack, I don't sympathize with you a little bit. I am a brother to you, and have advised you to do otherwise. Oh, but you are such an ass, a donkey with great long years of foolish experiences which emphasize and advertise your asininity. Why will you—

Mr. Short (smiling): I will take some corn on that at your expense. Then they both "smiled"

#### THE TEXAS DEALERS EXCURSION TO MEXICO.

At the close of the first annual convention of the Texas Grain Dealers' Association a number of the members with their wives started on an excursion to the City of Mexico. All enjoyed the trip thoroughly and regretted that any of the members had stayed at home. We are indebted to G. A. Works, with W. O. Brackett & Co., grain dealers of Sherman, Tex., for the following account of the trip and the views given herewith:

On the adjournment of the annual meeting of the Texas Grain Dealers' Association at Fort Worth, Tex., May 9, 1899, some forty-five persons, composed of members of the Association, their wives and friends, availed themselves of the proposed excursion to the City of Mexico. Leaving Fort Worth on the evening of May 9th at 9 p. m., the party reached San Antonio, Tex., 9 a. m. the following morning, where a stop of two hours was made to enable the members to visit some of the various places of interest in this historic old town. Resuming the journey at 11 a. m., Laredo was reached at 4 p. m. Here a special train consisting of three sleepers, a dining car and baggage car awaited us. This train was under the personal direction of Mr. E. Meunzenberger, commercial agent of the Mexican National railway, over which line the trip was to be made. Mr. Meunzenberger seemed determined from the start to make the trip pleasant for all, and he succeeded most admirably. Crossing the river, we entered Nuevo Laredo de Tamaulipas, where has been constructed the finest custom house on the frontier. Here our baggage was examined, and those desiring to do so were given a chance to get their money exchanged.

We are at last in the land of the Montezumas, a land of gay costumes, crumbling churches and old convents; a land of kindly greetings, of extreme courtesy, of open, broad hospitality. Speaking of the hospitality of the Mexican people, an American writer says: "A people maintaining in every day life an etiquette phenomenal in a downtrodden race, offering instantly to the stranger and wayfarer on the very threshold of their adobe huts a hospitality so generous, accompanied by a courtesy so exquisite, that one stops at the next doorway to re-enjoy the luxury."

Stops of several hours were made at Monterey, Saltillo, San Luis Potosi and Toluca. Monterey is a progressive, up-to-date place of 60,000 inhabitants. Here are located numerous large industries, among the number being cotton mills, brewery, furniture, soap, hat, brick and ice factories, all using the latest improved machinery, giving to the place an air of prosperity and business such as we see in some of our larger cities. Among the places of interest is the "Bishops Palace" upon the hill, around whose walls cluster the memories of brave deeds done in 1846.

Saltillo, capital of the state of Coahuila, a city of 20,000 people, was our next stop. It is a place much frequented by tourists, and has some renown as a health resort. On reaching the city a street car, pulled by two mules hitched tandem, was boarded for a ride to the business part of town. On rounding a curve suddenly, we collided with a car going in the opposite direction. However, no further damage was done than to throw some three or four mules off the right of way.

San Luis Potosi, capital of the state of same name, with a population of 80,000, a city of great commercial importance, next engaged our attention. The chief attraction of San Luis Potosi is its climate, which for evenness is not excelled by any of its sister cities. Our visit to Toluca, the capital of the state of Mexico, was much enjoyed. By many it was considered to be the most beautiful city in the republic.

The scenery between Toluca and the City of Mexico is grand, indescribable. None but the most gifted and talented writers should ever attempt to portray the beauties of this ride. Here the road reaches a point some 11,500 feet above the sea level, the highest point reached by a railroad in Mexico. Mr. F. H. Smith, in speaking of the scenery between Mexico and Patzcuaro, which includes that between Mexico and Toluca, says: "The scenery along the line of the road was so inexpressibly grand that half the time I was in imminent danger of decorating a telegraph pole with my head in my eagerness to enjoy it." Such, I think, was the experience of all. After leaving La Cima the descent begins. We



Texas Dealers Visit a Mexican Market.

pass through a tunnel and as the train whirls along get glimpses of the beautiful Valley of Mexico. The fields, which are very small and which seem to reach almost to the very skies, are separated by rows of maguey. These contrasts of color make a picture without a parallel.

On Saturday, May 13th, at 4 p. m., we reached the city. On account of press of business, Mr. Meunzenberger found it necessary to return immediately to San Antonio, and many regrets were expressed by our party that he was unable to remain with us during our stay in the city. Many of our party were heard to remark that they had never taken a trip with more comfort and pleasure, much of which was due to the untiring efforts of Mr. Meunzenberger, for which he was heartily thanked.

Rooms were secured at the Hotel Jardin and after getting comfortably fixed we started out to see the sights of the capital.

Mexico City has a population of 400,000, and lies at an altitude of 7,349 feet. The average temperature is 65 degrees, so that a person suffers with neither cold nor heat. There are many places of interest in the city, among which may be mentioned: Fortress of Chapultepec, scene of battle during the war of 1846-47; the National Palace, the Cathedral, the most prominent building in the city, the first stone of which was laid in 1578, and was completed at a cost of \$2,100,000; the National Museum, Paseo, the famous drive of Mexico. All these and many more were visited by the grain men. On Sunday afternoon we repaired to the Bucareli bull ring and saw a real, live bull fight, which was quite a novel experience to some of our



Texas Dealers See a Bull Fight.



Texas Dealers at Borda Gardens, Cuernavaca.

crowd who had never seen anything more exciting than a game of Sunday baseball. Monday we had an audience with Gen. Powell Clayton, American Ambassador to Mexico. We also had a look into some of the famous gambling houses of Mexico and Tacubaya, where fortunes change hands in an evening. A special feature of our stay was a trip to Cuernavaca, some seventy-four miles from the city. This is a quaint old town and contains much of interest to the visitor. An hour was spent in the famous Borda Gardens, the creation of Don Jose de la Borda, a Frenchman who came to Mexico in the beginning of the eighteenth century a poor boy. He became a miner and in time the possessor of an immense fortune. The building of the house and gardens was commenced in the year 1762, and even now it is a scene hardly surpassed by anything in this country of like nature.

Thursday, 18th, the homeward journey was commenced by most of the party, who turned their faces northward feeling that the tour had added experiences valuable in themselves and pleasant to recall, and while we all departed with a new interest in and respect for our sister republic, it cannot be denied that the land of the Star-Spangled Banner seemed all the brighter by the contrast.

The drouth in Russia is serious. A cable from Moscow says: Outlook for spring sowings in the northern central and southern central governments of Russia exceedingly discouraging.

Joe Leiter has not lost the nerve which distinguished him in the wheat business. While a guest in a New York hotel, fire broke out and drove everyone to the exits. Leiter, however, strapped an extinguisher to his back and helped put out the fire.

Exports of breadstuffs during May, as reported by O. P. Austin, chief of the bureau of statistics, included 8,796,000 bushels of wheat, 16,169,000 of corn, 3,517,000 of oats, 723,000 of rye and 47,000 of barley, against 12,202,000 of wheat, 27,978,000 of corn, 7,859,000 of oats, 2,681,000 of rye and 491,000 of barley during May, 1898. Exports for the 11 months ending with May were 130,564,000 bushels wheat, 156,770,000 corn, 25,956,000 oats, 9,613,000 rye, and 1,952,000 barley; compared with 133,431,000 bushels of wheat, 189,645,000 of corn, 63,783,000 of oats, 14,354,000 of rye, and 10,842,000 of barley, for the corresponding period of 1897-8.

### THE FAIRBANKS-MORSE GASOLINE ENGINE.

That a gasoline engine is one of the most suitable prime motors for furnishing power to operate a grain elevator is no longer doubted. The principal question that now confronts an elevator man is, what will be the best and cheapest engine for him to buy. The one generally decided upon is one which is of simple construction, having few parts that are not liable to get out of order, and consumes the least amount of fuel per h. p. per hour. Gasoline engines can be used to run a large elevator as well as a small one.

The accompanying cut represents a 44 h. p. Fairbanks-Morse Gasoline Engine which was recently installed in the elevator of S. W. Edwards & Son, Chicago. This cut shows very clearly the simplicity of the engine, together with its massive design and construction. It possesses many points of merit.

The Fairbanks-Morse engine is very economical in the use of fuel. This is due, both to the efficient method of governing and the method of introducing the gasoline into the cylinder. The gasoline is introduced direct into the cylinder in the liquid form, this is said to be exceptionally economical as it enables the using of very low gravities of gasoline or naphtha. Such grades can be bought at less than one-half the price of ordinary gasoline, thus greatly reducing the cost of fuel. These engines are equipped with a patent self-starter, enabling one man to start with ease any size of engine, they are also equipped with an electric igniter, thus having no fire in connection with engines.

A very commendable feature in connection with this engine is of having the gasoline tank lower than the engine, outside of the building and under ground. This feature has been accepted and approved by the Fire Underwriters Association and does not affect the insurance in the least.

In 1895 the elevator of S. W. Edwards & Son was equipped with a 22 h. p. Fairbanks-Morse engine, and was kept in daily operation, averaging ten hours a day, until March, 1899, the cost of operating averaging between \$14 and \$26 per month, which is a very low figure. But as this elevator was recently enlarged and new machinery added, it was found necessary to install the larger engine, which handles its load with ease. This engine was built by Fairbanks-Morse & Co., Chicago, who, on request will send their special catalog "G" showing plans for placing engines in elevators, flour and feed mills.

Don't ship to every strange house that solicits your consignments. Look them up first. When a house asks you to investigate its references do so. Often times you will conclude not to ship and thereby save your stuff. Market Reporter, Atlanta.

Peter Agerup, grain dealer of London, Eng., sailed for home May 22, after a three-days' visit to New York. He was glad to get away. He has difficulty with the coins. The police are not to his liking. The Custom House officials are perfect bores, and cabmen are "robbers of the most extreme type." Mr. Agerup was astonished when told there were so many Irishmen on the police force that it was thought necessary to hang out green lights in front of all the police stations.

### THEY SAY.

W. F. Henry, Venus, Tex.: I am well pleased with the Journal.

A. H. Drake, West York, Ill.: I have had quite a number of replies to my ad in the Journal.

E. P. Bacon & Co., Milwaukee, Wis.: We consider your paper a good advertising medium.

W. C. Killingsworth, Allen, Tex.: It is a fine journal, full of good information for all grain dealers.

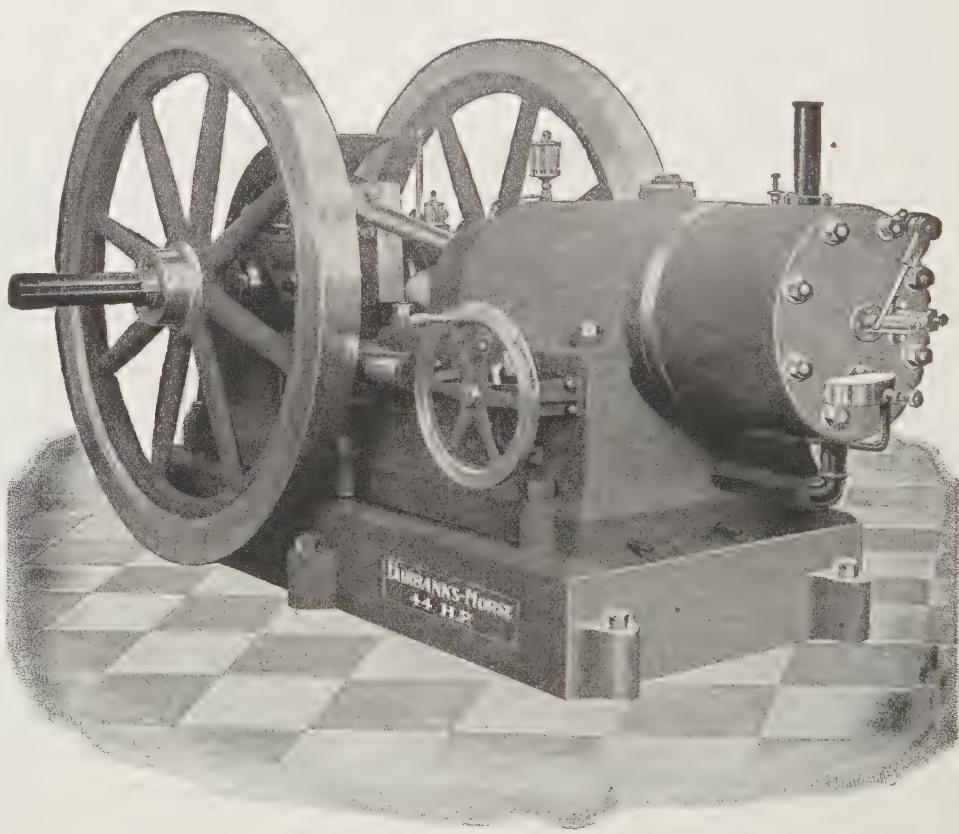
H. Z. Vanmeter, Williamsville, Ill.: I have read your journal and am well pleased with it. I enclose \$1 for my subscription.

La Rose Grain Company, La Rose, Ill.: We have sold our scale through our advertisement in the Journal. Please discontinue it.

Thomas Whitfield, Chicago:—I have been surprised by the number of inquiries received from all parts of the United States regarding my grain cleaners. Have made several sales from these inquiries with more to follow.

Little & Co., Old Town, Ohio: We enclose you herewith our check for \$2.50 in full for your bill. You will please discontinue our ad for the present, as we already have more replies than we can see after. There can be no doubt that your medium is valuable for the advertisers.

G. H. Conant, Mgr. of McReynolds & Co., Omaha, Neb.: "We are in receipt of our first number of the Journal and are highly pleased with it. We are sure that the amount paid for this subscription has been money well spent."



The Fairbanks-Morse Gasoline Engine.

S. S. Cristy, Meriden, Ia.: "The Grain Dealers Journal is a good paper to read, quite a help, and contains just such news as I like to read."

C. A. Brown, Manilla, Ia.: "Think the Journal is a hummer for the local western dealer as it deals with questions that come up among us nearly every day."

E. R. Ulrich & Sons, Springfield, Ill.: Please discontinue our advertisement (elevator wanted) in the Grain Dealers Journal, as we have as many applications as we care for at present.

Philip Smith, Sidney, O.: We will say that we are very well pleased with the results from our advertisement in your paper, and have noticed a great increase in our inquiries since placing our ad with you.

F. P. Miller, Chetopa, Kas.: I have been receiving letters from all over the country from ad in your paper regarding my book, which gives my method of determining the correct amount of grain in any car.

S. S. Walker & Sons, Groesbeck, Tex.: We have decided that no dealer who desires to be up to date can afford to be without a single number of your valuable journal, we therefore enclose you P. O. order for one year's subscription.

J. P. Harrison, Sherman, Texas: Now that I have returned from my trip to Mexico, and have had time to look carefully over the reports of our last annual meeting as published in the two last issues of the Grain Dealers Journal, I want to thank you for having made these reports so complete and to congratulate you upon the accuracy and conciseness thereof. I doubt if our secretary has a better record of the proceedings of the meeting than your publication affords. I think a careful perusal of the papers as read before our association will prove beneficial to grain dealers all over the country.

The freight-handlers at Buffalo have gone on a strike again.



"WESTERN" WAREHOUSE SHELLER.

# UNION IRON WORKS

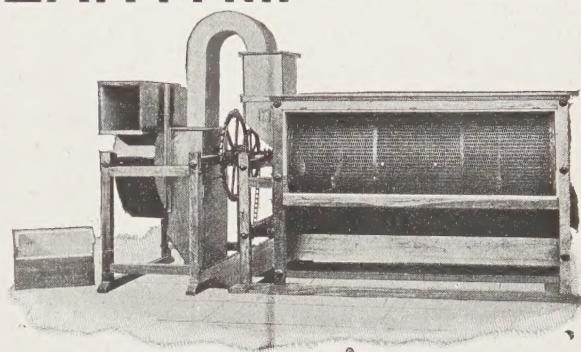
DECATUR, ILL.

Sole Manufacturers

## "WESTERN" SHELLERS AND CLEANERS ...BEST ON EARTH...

**Grain Elevators**  
 ...and **Elevator  
Machinery**  
 ....A Specialty....

PLANS MADE ON APPLICATION  
BY LICENSED ARCHITECT.



"WESTERN" WAREHOUSE CLEANER.

Write For Catalog.

### MILLERS NATIONAL INSURANCE CO.

205 La Salle Street,  
CHICAGO, ILL. Chartered  
1865

Cash Assets, \$656,566.76

Furnishes reliable insurance on modern elevators and their contents at about one-half the rates charged by stock companies. If your elevator risk is up to our standard we can make you a handsome saving on your insurance. Full information and financial statement cheerfully furnished. Address the

**MILLERS NATIONAL INS. CO.**  
W. L. BARNUM, Secretary.

### The GRAIN SHIPPERS' Mutual Fire Insurance Association

Insures only desirable risks in Iowa, and has saved its policy holders in the past almost 75 per cent of Board rates. For particulars, address

F. D. BABCOCK, SECRETARY,  
IDA GROVE, IOWA.

**The Cramer Grain Distributor and  
Indicator** For Country  
Elevators.  
Absolutely prevents mixing  
of grain at elevator head. Under absolute control of operator. For information address the inventor, D. H. CRAMER,  
Grand Island, Neb., or to the sole manufacturers,  
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Kindly Mention the . . .

Grain Dealers Journal

### Perforated Metal For Grain Cleaners



### Rubber Stamps...

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S. D. CHILDS & CO., CHICAGO.

### FINE . . . LOCATIONS

FOR ELEVATORS AND FACTORIES  
ON THE BELT RY. OF CHICAGO.

Address B. THOMAS, Pres. and Gen. Mgr.,  
Room 10 Dearborn Station, Chicago.

The Grain Dealers Journal  
... Costs but \$1 a year

### Choice Sites

at reduced prices for Elevators, Warehouses, etc., in Buffalo, N. Y., located on deep water with Union Terminal R. R. connecting all R. R. lines in front. Write

J. M. DRILL, Buffalo, N. Y.

### Attention Regular Dealers.

We can supply your wants for anything in the line of  
Gasoline Engines, Iron Roofing, Belting,  
Hangers, Shafts, Pulleys, Machinery  
at prices that "talk."

Write for estimates on anything.  
Send for catalogue "Y"

**Chicago House Wrecking Co.**  
West 35th and Iron Sts., CHICAGO.

### ELEVATORS...

WILL BURN.  
HAVE YOURS

APPRaised  
THEN YOU  
CAN REBUILD

Appraising and  
Designing  
Elevators  
is our business.

SEE

**A. E. Baxter Engineering and  
Appraisal Co.** BUFFALO, N. Y.

### THE SPENCERIAN DUST SHIELD

Absolutely prevents all dust and obnoxious matter from being inhaled. It is small, but effective, and will never wear out, being made of brass, beautifully nickel plated.

Special Price, prepaid, \$1.00.  
**SPENCERIAN SPECIALTY CO.**  
125 Dearborn St., Chicago, Ill.  
Write for circular.

# THE SUPPLY TRADE

In the world's broad field of battle,  
In the struggle for the prize,  
Be not like dumb, driven cattle,  
Be a hustler—advertise.

Dealers in elevator machinery and supplies report the season's trade promises to be extra heavy this year.

The Riverside Seed & Cleaning Co., Chicago, is building a four story factory building at a cost of about \$50,000.

As yet the trust fever has not struck the manufacturers of mill and elevator supplies. May the epidemic never reach them.

The Webster Mfg. Co., Chicago, has secured the contract for the 500,000 bushel elevator to be built at Halifax, N. S., by the Intercolonial Railway.

A company is being formed at Winslow, Ind., to manufacture a newly patented grain separator. John H. Sturgeon, of Winslow, is the inventor.

The Paine-Ellis Grain Drier Company, of Milwaukee, Wis., has installed two 275-bushel grain dryers in C. W. Tracy's elevator at Portland, Ore.

The great advertisers, who have made fortunes by advertising, have done so by boldness of outlay and a steady persistence that waited patiently for success.

The B. S. Constant Co., of Bloomington, Ill., write that they have added more machinery and doubled their force of men in order to catch up with their orders now on the books.

The Davis Gasoline Works Company, Waterloo, Ia., recently made quite a large shipment of its sweep feed mills to Buenos Ayres, S. A. This company is establishing a good trade there.

The Cornell Machine Company, Chicago, has been incorporated with a capital stock of \$150,000. The incorporators are C. B. Cone, M. J. Kelly and W. B. Ward. This firm will manufacture gasoline engines.

Southworth & Co., grain and seeds, Toledo, O., have distributed among their friends and customers a very neat memorandum book. They say: "Write us for another when this one is filled. We will pay the postage."

The B. S. Constant Co., of Bloomington, Ill., write that they have been exceedingly busy during the last month getting off orders, and that everything looks very encouraging for a continuation of the good trade they are enjoying.

The contract for building the new 1,000,000-bushel elevator at Minneapolis has been secured by the William Graver Tank Works, of Chicago. This house is to be of steel construction and will be completed October 1. It is to be built for the United States Milling Company.

Philip Smith, Sidney, O., writes: We are having the largest trade now that we have ever had, running our plant 15 hours a day and having a very satisfactory business. We are having a large trade on our different machines all over the country, besides the complete elevators we are equipping.

The Huntley Manufacturing Company, of Silver Creek, N. Y., is having a very heavy and increased trade for the Monitor scourers, separators and oat clippers as well as for various other machines. This firm has recently leased the Excelsior Works, formerly operated by Aug. Heine, so now all orders can be filled promptly.

Fairbanks, Morse & Co., of Chicago, have issued a small catalog which is intended as a supplement to their general engine catalog. This supplement especially illustrates the adaptability and advantages of the gasoline engine for the grain elevator and flour mill. It also contains many letters from elevator and mill owners, stating their experience with the Fairbanks-Morse engines to be more than satisfactory.

C. A. King & Co., of Toledo, in their Market Report of June 3 say: With this week our fiscal year expired. It swelled our bank account a little. It was much less profitable than the previous one, which came during the reign of Leiter, and was a record breaker. Our little King and Queens need not go barefooted this summer. The two faithful employees we added to our roll of honor last year and promised a small per cent of the net profits are rejoicing with us, also enjoying their annual summer vacation. We are under increased obligations to our many friends. Here's hoping they have all had a prosperous year and that the next will be a better one than it now promises.

## THE CHECK WEIGHT BUREAUS.

The movement inaugurated by the Committee on Shortages of the Grain Dealers' National Association to establish check weight bureaus in the principal grain markets, for the purpose of checking the weights of grain shipments of members, and patrons of the Bureaus, has not received the encouragement expected, which would seem to indicate that the shortage trouble is on the decline or else the dealers are unusually apathetic. Comparatively few shippers have responded to the letter of the Shortage Committee, but those who have, invariably express a willingness to support such bureaus, as is evidenced by the following extracts:

W. D. Jones, Mattoon, Ill.: I would be glad to pay the Grain Dealers' National Association 15 cents per car for checking.

J. G. Holderman, Urbana, Ill.: I will help support check weight bureaus if the board of directors of the National Association deems it advisable to establish them.

A. Sparling, Dewey, Ill.: I believe check weight bureaus to be of benefit to shippers.

P. S. Heacock, Falls City, Neb.: I am in hearty sympathy with any movement that will in any degree lessen the short weight troubles that have existed for several years.

John J. Murphy, Rogers, Neb.: I will be only too glad to pay 15 cents per car to the check weight bureau or Association, providing competent men are placed in charge of same. Am satisfied it would be money well invested.

Shellabarger Mill & Elevator Co., Decatur, Ill.: We believe that check weight bureaus would be of decided advantage to those shippers who are sending their grain to the markets, and so far as we are concerned we would be perfectly willing to put the small charge on any shipments we might make to market centers.

Albert Imholt, Haverhill, Ia.: I would be willing to pay 15 cents per carload of grain where the check bureau looks after correct weights.

Samuel P. Kelley, Clarence, Ill.: I would be willing to pay the 15 cents on each car that the Association sees is

weighed right. I have had several cars that fell 10 to 20 bushels short.

D. H. Evans, Tracy, Minn.: I will pay 15 cents per car for all cars the check weight bureau checks for me on the Chicago market.

R. J. Edmonds, Hawthorne, Ia.: Check weight bureaus are entirely feasible, and if established shall have my hearty support and patronage.

Horstman & Frerking, Alma, Mo.: We will pay 15 cents per car to check weight bureaus.

E. R. Ulrich & Sons, Springfield, Ill.: We are perfectly willing to pay 15 cents for each car of our grain weighed under the supervision of a check weight bureau.

H. A. Koster, Platt City, Mo.: I shall cheerfully pay weighing charges to representatives of the National Association at any points that they may be stationed.

H. E. Snyder, Gardner, Ill.: I think it would be a good thing if we had a check weight bureau in Chicago.

Hawks & Helton, Atwood, Ill.: Until we give notice to the contrary and for at least one year we are willing to pay the 15-cent charge for checking weights.

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After July 1 all bags marked for drawback of import duties must be so marked in letters not less than two inches in height and of proportionate width, with indelible ink. Bags manufactured prior to July 1 are admissible under the old regulations if marked with the words "For drawback" in indelible ink, and if not so marked they must be plainly re-marked; and preliminary entries thereafter made for such bags must state that they were manufactured prior to July 1, 1899.

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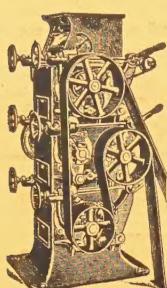
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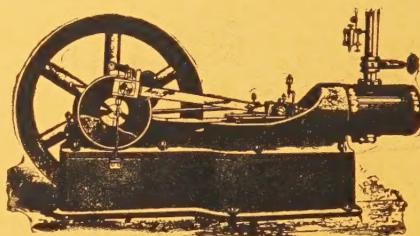
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